Board of Trade Journal

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Index to Statistics 2

Subscriptions, Advertisements, Reprints 2

Overseas Projects Group: a progress report 5
Mr. Dell speaks on collection of business statistics 7
President defines Government policy on monopolies and mergers 8
Board of Trade Advisory Committee 10
New members of Consumer Council 10
Chancellor's statement on IMF Standby facilities 10
Crown Copyright in patent specifications 10
Applications for temporary exemption from import duty 11
Export of brass swarf 11
The Import Duties (Temporary Exemptions) (No. 4) Order, 1969 11
Work begins on new advance factories 11
Hosiery and Knitwear Industry (Scientific Research Levy) Order 1969 11
Report of Parliamentary Commissioner for Administration 11
Annual reports of NFFC and CFC 11
Building grants for projects providing employment in intermediate areas 12
Changes proposed for scope of man-made fibres training board 13
Co-ordinating work on Metrication 13
Survey of furniture machines will look at import substitution 13
Financial backing for £12m. of British steel-making plant for Finland 14
British commercial representatives overseas 14
The French market for capital goods 14
Libyan Minister of Agriculture visits United Kingdom 14
Manager of the Jamaica Livestock Association Ltd. to visit United Kingdom 14
New international customs arrangements for transit traffic 15
Purchase tax, tax free over-the-counter sales to overseas tourists 15

Aviation and Shipping

United Kingdom-Pakistan air talks 16
Commission on Third London Airport – booklet on research methodology 16
British Transport Docks Board 16
Third London Airport – additional site information on Thurleigh (Bedford) 16
Re-appointments to Council of the Air Registration Board 16
London Chamber forum on air freight 16
Parliamentary answers on aviation and shipping 17

Parliamentary Answers 17

New Books 19

Government surplus sales by auction 20

Appointments to the British Film Fund Agency 20

STATISTICS

The economy: selected indicators 21
Orders, deliveries, production and exports in the engineering industries in April 22
Shipping movement at UK ports 26
Business Monitor 26
Quarterly analysis of man-made fibre production 29
Northern Ireland index of production 29
Patents endorsed 'Licences of Right' 29
Retail sales in May 30
Registrations of British and Foreign Films 32
Retail sales in Northern Ireland 35
Hire purchase and other instalment credit business in May 36

EXHIBITIONS AND FAIRS

Britain's major role in Greek shipping exhibition 41
First London Gifts Fair attracts 11,000 41
Exhibition organizers elect Council 42
Santarem Fair opens up opportunities for British agricultural equipment manufacturers in a rapidly growing market 42
Exhibiting at Brno 42
Wool Cloth for British Week Vienna 42
Joint venture at Gothenburg Sea Transport Fair 43
100 overseas exhibitors for London Chamber 43
Changes in the Programme of Trade Promotions 43

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS

Anglo-Soviet trade agreement. Double taxation. UK aid to developing countries – Turkey, Saudi Arabia and Sudan 47
Opportunities for exporters – calls for tender – agency inquiries 48
Export Orders 54

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

Australia: Tariff Board inquiry on ethylene oxide derivatives 68
Denmark: Tax on spirits: correction 59
European Communities: Common agricultural policy. Customs legislation in the EEC. Rules of competition 56
France: Imports of fish from Britain under negotiated quotas. Import regulations: pearls and precious stones 58
Greece: System of importation of alcoholic beverages 59
Jamaica: Industrial Incentives Law, 1956 71
Malaysia: Pioneer industries (1) (2) 66
New Zealand: Emergency Protection Authority inquiry. Customs tariff inquiry into domestic capacity measures. Tariff changes Customs tariff inquiry. 68
Nigeria: Import licensing regulations 61
Peru: Amendments to customs tariff 71
Philippines: Import duties 66
Singapore: Import control 66
Spain: Duty-free import quotas 59
United States: Federal Insecticide, Fungicide and Rodenticide Act. Tariff Commission study of temporary import provisions 71
Venezuela: Relaxation of import licence requirement 69

Any late announcements not indexed on this page will be found at foot of following page.

Front cover photograph

Final testing of miniature electromagnetic relays for export at Keyswitch Relays Limited (Thorn Group), North London factory. To ensure that all relays meet the specifications of foreign approval authorities, each of these relays is subjected to seven major mechanical and electrical tests in the course of its assembly, and the final automatic cycling runs as illustrated in the front cover picture.

Apart from high direct exports, many of these relays are included in advanced electronic and electrical equipment manufactured in Britain and exported throughout the world. The initial thinking when this relay was first designed, some two years ago, gives the company an assurance that it will meet the very high standards of the various approval authorities, and it has already been approved by the Danish DEMKO Authority and the British BSI Authority. Relays have already been submitted to the authorities in Canada, Norway and Sweden, and the approval certificates are expected within the next few months. Keyswitch Relays already export a large percentage of this country's total relay exports and this new miniature is expected to swell an already increasing volume.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Aircraft noise at Heathrow airport (Q)	11 April 1969
Trade by air (6-M)	28 Mar. 1969
Balance of payments (Q)	25 June 1969
Bankruptcy orders (Q)	31 Jan. 1969
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	18 June 1969
Industry's investment intentions (3 times a year)	24 Jan. 1969
Manufacturing industry. Census of production (A)	20 Dec. 1968
Catering trades turnover (M)	11 June 1969
Chemical industries production (6-M)	17 Jan. 1969
Companies:	
Acquisition and mergers (Q)	12 May 1969
Income and finance (Q)	4 June 1969
New companies registered:	
Gt. Britain (M)	25 June 1969
N. Ireland (M)	28 May 1969
Computers:	
UK computer market (Q)	2 May 1969
Construction work overseas (A)	11 Oct. 1968
Credit:	
Instalment credit business (M)	11 June 1969
International trade credit (A)	16 Aug. 1968
Electronic industry:	
Electronic capital equipment deliveries, research and development (Q)	14 May 1969
Engineering and electrical goods:	
Deliveries of certain products (A)	3 Jan. 1969
Production, exports and orders (M)	This week
ECGD business (Q)	11 June 1969
Film industry:	
British Film Fund Agency returns (M)	4 June 1969
Cinema admissions and takings (M)	25 June 1969
Film rentals charged to exhibitors (A)	3 May 1969
Overseas payments and earnings (A)	6 Dec. 1968
Registrations of films (A)	24 Jan. 1969
Trends in film going (A)	9 Aug. 1968
Food:	
Consumption levels (A)	14 Feb. 1969
Household consumption (Q)	10 Jan. 1969
Footwear industry orders and deliveries (M)	25 June 1969
Foreign trade:	
Commonwealth trade (A)	7 July 1968
EFTA trade (Q)	11 June 1969
Trends in export of manufactures (A)	6 Sept. 1968
World trade and production (Q)	2 May 1969
Foreign trade of the UK:	
Direct exports (A)	16 Aug. 1968
Unit value and volume index nos. (M)	11 June 1969
Value of overseas trade (M)	18 June 1969
Value of overseas trade: analysis of trends (Q)	14 May 1969
Gold and convertible currency reserves (M)	11 June 1969
Hairdressing trades turnover (M)	11 June 1969
Hire purchase:	
Assets and liabilities of HP companies (Q)	14 May 1969
Business (M)	This week
Industrial building provisional figures (Q)	31 Jan. 1969
Industrial development approvals (Q)	25 April 1969
Industrial development certificates refused (A)	23 Aug. 1968
Industrial production:	
Index nos. (M)	25 June 1969
N. Ireland index (M)	28 May 1969
Insurance companies:	
Assets (A)	16 Aug. 1968
Transactions (A)	25 April 1969
Investment and earnings overseas (A)	9 May 1969
Laundries and dry cleaners turnover (M)	11 June 1969
Machine tools, deliveries and orders (M)	25 June 1969
Man-made fibres:	
Analysis of production (A)	4 April 1969
Analysis of production (Q)	This week
Deliveries (Q)	8 Nov. 1968
Production (M)	18 June 1969
Motor industry:	
Car and commercial vehicle production (M)	11 June 1969
Motor trades turnover (M)	18 June 1969
Office development permits (Q)	14 Feb. 1969
Partnerships registered	7 Feb. 1969
Pension funds:	
Assets (A)	12 July 1968
Transactions (Q)	14 May 1969
Retail prices index (M)	25 June 1969
Retail trades:	
Index nos. (M)	11 June 1969
N. Ireland index (M)	This week
Royalty transactions (A)	14 May 1969
Shipping:	
Movement at UK ports (M)	This week
Nationality of vessels in UK sea-borne trade (A)	27 Dec. 1968
Stocks:	
Distributive and service trades (A)	7 Mar. 1969
Industry's stocks (Q)	18 June 1969
Manufacturing industry, Census of production (A)	20 Dec. 1968
Retail (M)	11 June 1969
Television:	
Overseas payments and earnings (A)	3 May 1969
Textiles:	
Clothing and textile orders and deliveries (M)	25 June 1969
Cotton production (M)	25 June 1969
Wholesale houses sales (M)	18 June 1969
Wool exports (Q)	22 Nov. 1968
Wool output (M)	25 June 1969
Tourism:	
International tourism (A)	2 Jan. 1969
UK tourist traffic (M)	11 June 1969
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1969
Index nos. (M)	18 June 1969

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	9 May 1969
Board of Trade regional organization	18 June 1969
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1968
British commercial representatives overseas	18 June 1969
Customs notices of interest to exporters	25 June 1969
Directory of Board of Trade departments and their work	29 Mar. 1968
ECGD local offices	28 Mar. 1969
Half-yearly index – July-Dec. 1968	7 Feb. 1969
Official Receivers' offices	21 June 1968
Programme of trade promotion	7 Mar. 1969

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Overseas Projects Group: a progress report

ON JANUARY 18, 1968 the President of the Board of Trade announced that, consequent upon publication of the White Paper 'Export Business from Capital Projects Overseas'*, he was setting up an Overseas Projects Group within the Board, to provide a central point for questions of export trade in capital projects and to pursue various suggestions made in the White Paper. A small nucleus of the Overseas Projects Group (OPG) was accordingly built up during that year; and OPG became a separate and fully operational Division of the Board last November. This report summarizes progress to date in OPG's activities along three of the main lines covered in the White Paper. For the Group's working purposes, 'projects' are defined as those transactions, other than in ships and aircraft, which represent a capital investment by the overseas country concerned and which embody an element of design and construction as well as the supply of capital equipment; and the term is used in this sense throughout this report.

'National users'

Many parts of the public sector – certain Government Departments with 'operational' functions, most nationalized industries and certain other public authorities – can play an important role in supporting United Kingdom consultants, contractors and equipment suppliers in gaining overseas projects business, by virtue of their experience and expertize as large-scale, in some cases monopoly, users of United Kingdom designs, plant and equipment. Many national users have long been giving such support in a variety of ways; and OPG has now explored with most of the major Departments and nationalized industries concerned the precise range of support facilities already available, certain suggestions for adding to them which have been received from private firms, and the scope for reinforcing and extending them in tune with growing demand and technological advance.

These discussions have covered the main national users in the fields of power generation and distribution: railways and urban transit: civil aviation ground services and airport development: steel plant: hospital planning and medical equipment: education systems and equipment: telecommunications: postal installations and equipment: radio and television transmission systems: and police telecommunication methods. The nature of the support facilities which the national users can offer in these cases naturally varies according to the circumstances, to the needs of the United Kingdom exporting interests and, to some extent, to the availability of skilled manpower; but the facilities are nevertheless very comprehensive.

Widespread throughout the public sector are the traditional, but nonetheless valuable, types of facility such as demonstrating installations to overseas visitors, *ad hoc* advice on technical questions, secondment of staff abroad under Governmental technical assistance programmes, training of overseas students and engineers, etc. More specialized facilities, however, have been, or are being, developed by nearly all bodies in the above fields, in one form or another. These range from a readiness to send out small reconnaissance parties to try to help identify, in the early stages of overseas projects, potential openings for United Kingdom business: to joining their expertise, formally or informally, to that of private consultancy teams undertaking feasibility studies: to themselves offering, in certain cases, a full consultancy service: and, in certain cases also, to providing technical and managerial staff to help run in British-built plant and equipment.

In all this, OPG's main role is to ensure that individual United Kingdom exporting interests are fully aware of the national user facilities which may be of particular help to them: to encourage the maximum possible development of these facilities: and to ensure that United Kingdom Commercial Posts throughout the world report as quickly as possible all local developments in which use of these facilities might help to create, or improve, an opening for business from the United Kingdom. OPG is extending its inquiries to the remaining, smaller bodies in the public sector who may be able to offer specialized types of facility, and will consider publishing in due course, possibly in the Board of Trade Export Handbook series, a detailed schedule of national users and the various facilities they offer in support of overseas projects business.

Financial support for feasibility studies

The White Paper noted that the £100,000 'feasibility fund', by which the Board of Trade, through the British Consultants Bureau, could make grants of up to 50 per cent of the losses incurred by private consultants in carrying out approved feasibility surveys for overseas clients at less than cost, had proved abortive; and it recommended that further thought be given to substituting a fund capable of financing up to 100 per cent of losses so incurred and of being replenished from the proceeds of subsequent consultancy commissions. The former fund was accordingly closed at March 31, 1969.

In its place, OPG now has at its disposal, on an experimental basis during the financial year 1969/70, a fund of £100,000 to help finance exploratory ventures, pre-feasibility activities and feasibility studies carried out by consultants, private industry or national users (other than Government Departments, who have their own sources of finance) for the purposes of exploiting particularly promising openings overseas in the field of capital projects. This is a fund of last resort which will be put to carefully selective use. It will be available only where the overseas customer, United Kingdom consultants or the industrial associations, export groups or individual firms in the United Kingdom who might be expected to benefit from the activities in question, will not or cannot, for justifiable reasons, themselves provide the finance in whole or in part. It will not be used if technical assistance funds from the Ministry of Overseas Development are available to finance the activities; and, as well as satisfying itself about the likely commercial attraction of the ultimate project which such activities might open up to United Kingdom interests, OPG will have to explore possibilities of subsequent reimbursement of grants made from the fund by those who may have benefited commercially from its use. All professional bodies, trade associations, etc., who might be interested in putting forward candidates for the fund have been informed individually of how to do so; but details can be obtained from the Overseas Projects Group, Room 449, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2466).

Central index of projects

In June 1968 OPG began to build up a central index of overseas capital projects. This work is being directed towards, first, enabling comparative analyses to be made of United Kingdom and foreign performance by project sector and market area and, secondly, to identifying individual projects on which OPG might initiate action with United Kingdom commercial interests. For this purpose, projects remain defined as in para 1 above; but those in which it is known that the major part of the business will not be placed outside the country concerned are excluded. Information is recorded about projects from the first tentative proposals to final completion of the work, with no minimum financial limit. Since, however, many years often elapse between conception and completion, a starting point is needed; and the index includes only those past projects in which the main contract had not been placed at January 1, 1968.

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*Cmnd. 3516, Report of an Enquiry by the Rt. Hon. The Earl of Cromer, PC, MBE, published in January 1968.

The index is not designed for disseminating information to industry about current export opportunities: this work rests with the Export Services Branch and the Commercial Relations and Exports Divisions of the Board of Trade. OPG shares with these the same sources of information such as Commercial Posts overseas and press announcements, but will always welcome any reports from business or professional firms about their own activities in overseas projects which they think may not be already known. If desired, OPG will hold such reports in commercial confidence.

Use of the index as a means of comparisons of sector and area performance is developing in the light of experience; but one objective is to produce periodically, probably once a year, a series of analyses which, it is hoped, may be of interest to the various trade associations, export groups and professional bodies concerned in overseas projects work, and may indicate points which merit discussion between themselves or with the Government. By way of illustration, some analyses are made below, based on data recorded at December 31, 1968, when the index covered 1,458 projects. At that time, however, it had not been possible to record data on all projects outstanding; and the number in the index has since risen to over 2,600. The earlier data has not, therefore, been the subject of as much detailed analysis as it is hoped to make in future; and, naturally, only tentative conclusions can be drawn from it.

Project totals. The 1,458 projects recorded by the end of last year covered 113 countries. Of these, 36 per cent of the projects were at the 'possibility' stage only, i.e. no decision had yet been reached locally on whether or when to proceed: such projects range from tentative suggestions to cases in which feasibility studies have been completed. As regards the costs of projects, reliable estimates may not be available until well on in their development; but the total value of 623 projects for which estimates were known was £12,836 million. Of this number, 146 cost over £20 million each: 178 cost between £20 million and £5 million each: and 299 less than £5 million each.

Project sectors. Table I analyses recorded projects according to industrial sector. In this, 'civil engineering' covers all ports and docks activities, roads, and bridges and tunnels other than for railways: the 'power' sector covers all types including hydro-electric, with related dam construction, and nuclear: 'water' includes desalination, and also drainage and sewerage projects: 'building' covers urban development, medical, educational and similar facilities: 'transport' includes aviation ground services: and 'other' covers a variety of industrial plant projects. 'Possibilities' are as defined in the preceding paragraph; and 'foreign' means all countries other than the United Kingdom.

Of the 224 United Kingdom post-feasibility consultancy contracts, United Kingdom consultants had been employed on 12 of the preceding feasibility studies, and on two of those preceding the 222 foreign post-feasibility contracts. Of the 221 main contracts, 45 went to United Kingdom firms, 140 to foreign, and 18 to combined United Kingdom and foreign firms (these combined contracts are double-counted in the above table). United Kingdom consultants were employed on 12, and foreign on 3, of the 45 projects with United Kingdom main contractors: foreign consultants were employed on 34, United Kingdom on 24, and combined United Kingdom and foreign consultants on 16, of the 140 projects with foreign main contractors: and of the 18 projects with combined United Kingdom and foreign main contractors, United Kingdom consultants were employed on 5, foreign on 5, and combined United Kingdom and foreign on 5 also.

Project areas and sectors. Table II shows the area pattern of recorded projects, as previously analysed into industry sectors. In this, 'Middle East' includes the littoral countries of North Africa as far as Morocco: Eastern Europe includes all the USSR: and North and Central America, which includes the Caribbean, is the area for which, as at end-December 1968, the index had been least fully completed.

Some 60 per cent of the recorded projects lie in the developing countries of the Middle East and Africa: in the Middle East/North Africa area, there is a fairly even spread of projects between most sectors, in the rest of Africa civil engineering stands out as the dominant sector. About 70 per cent of the projects in the former area are in Saudi Arabia, Turkey, Libya, Iran, Iraq, Kuwait, Algeria and Morocco; and, excluding the 26 projects in South Africa, over 50 per cent of the 341 in developing countries in the rest of Africa are in Kenya, Nigeria, Uganda, Zambia, Tanzania, Malagasy and Sudan. Western Europe is likely, of course, to be an area in which comparatively fewer opportunities arise for non-national firms because of the amount of work contracted out locally; but the total number of project opportunities recorded, of which power and civil engineering account for almost half, is nevertheless substantial, as is that for Eastern Europe, where 'other' industrial plant projects account for half of the total. In both South America and Asia, power projects account for over a quarter of the area totals.

United Kingdom share of projects trade. Table I shows that United Kingdom consultants were employed on 35 per cent of the total feasibility studies, and were also very successful in

Table 1. Projects recorded during 1968: analysis by industry sectors

Industry Sector	Number	% of Total	'Possibilities'	Feasibility Studies: Consultants		Post-feasibility: Consultants		Main Contracts	
				UK	Foreign	UK	Foreign	UK Companies	Foreign Companies
Civil engineering	292	*20*	101	11	20	61	49	4	30
Power	229	*16*	81	9	28	48	44	12	37
Water	200	*14*	67	17	8	55	33	4	21
Building	159	*11*	50	2	4	23	25	2	14
Transport	108	*7*	56	8	16	11	15	5	12
Chemicals	85	*6*	26	1	3	3	9	6	11
Telecommunications	61	*4*	16	1	2	6	9	10	4
Other	324	*22*	130	9	25	17	38	20	29
TOTAL	1,458	*100*	527	58	106	224	222	63	158

Table 2. Projects recorded during 1968: analysis by areas and sectors

Area	Projects		Civil Engineering	Power	Water	Building	Transport	Tele-communications	Chemicals	Other
	No.	% of Total								
Middle East/North Africa	530	*36*	97	60	87	70	51	31	23	111
Rest of Africa	367	*25*	111	52	43	50	27	8	10	66
Eastern Europe	155	*11*	15	18	4	2	5	3	30	78
Western Europe	127	*9*	36	26	10	18	9	6	3	19
South America	118	*8*	22	31	15	13	8	2	6	21
Asia	92	*6*	7	24	18	2	2	6	13	20
Australia/New Zealand	46	*3*	4	15	16	3	4	1	—	3
North and Central America	23	*2*	—	3	7	1	2	4	—	6
TOTAL	1,458	*100*	292	229	200	159	108	61	85	324

obtaining post-feasibility contracts – just over 50 per cent of those recorded, nearly three-quarters of which lay in the civil engineering, water and power sectors. Of the 61 civil engineering consultancy contracts, 52 were in Africa and the Middle East: 47 of the 55 water contracts were in the same areas: and, of the 48 power contracts, 16 were in those areas also and 16 in Commonwealth Africa countries.

Some 30 per cent of the main contracts known to have been let went to United Kingdom firms, alone or in combination with foreign firms. The estimated value of these 63 contracts is £214 million: of these, 51 were less than £5 million each, 11 were between £5-10 million and one was over £10 million. Seventeen were recorded as being won against active foreign competition, which was most often met in the power and telecommunication sectors; and 12 were obtained under programmes financed in whole or part by United Kingdom aid. Of the 158 foreign main contracts, totalling £1,353 million, 24 cost more than £10 million, 26 between £5-10 million and the rest less than £5 million each; and 24 of these contracts were financed by foreign aid. Of the 12 United Kingdom contracts in the power sector, eight were in Middle East/North Africa: of the 10 telecommunications contracts, three were in Asia, three in the rest of Africa and two in Middle East/North Africa: and of the six chemical projects, four were in Eastern Europe, as were eight of the 20 'other' industrial plant projects, with Middle East/North Africa accounting for a further six.

As already mentioned, firm conclusions cannot be drawn from the incomplete data underlying the above analyses; and future versions will in particular aim to contain more information about the nature and origin of foreign competition. Certain pointers appear, however, to be emerging:

(a) United Kingdom consultants, contractors and equipment suppliers have won a good share of the recorded contracts, and also a useful number of other contracts in combination with foreign firms. So far as main contracts are concerned, these successes have been mainly in projects of lower and medium values.

(b) There is little positive evidence that the nationality of the design consultants normally affects the appointment of the contractors or suppliers: the source of finance for a project may be a more important influence.

(c) United Kingdom consultants and contractors have been particularly successful in African (other than in former French territories) and Middle Eastern countries, and should be able to build on this performance in the growing number of opportunities there.

(d) Nevertheless, the large number of projects recorded as 'possibilities' indicates the potential for export business in all sectors and areas. In many instances, however, as the capabilities of individual countries expand, they increasingly seek to ensure that their own expertize is used in project developments; and United Kingdom commercial and professional interests may increasingly need to foster association with their counterparts overseas.

Mr. Dell speaks on collection of business statistics

THE COLLECTION by the Board of Trade's Business Statistics Office of figures relating to the output of individual commodities was discussed by Mr. Edmund Dell, Minister of State, Board of Trade, at the annual conference of the Institute of Statisticians at Cambridge on June 26. He said that so far as output statistics were concerned the Business Statistics Office was planning to collect from manufacturers figures of the value (and where appropriate the quantity) of their output each quarter under perhaps six to seven thousand commodity headings. There was a great demand from industry, and from market researchers, for these figures of sales of individual commodities. Under present arrangements they were collected comprehensively only in the full Censuses of Production, which in the past had been held about every five years. The figures of output of commodities would be supplemented by annual figures of total purchases and sales and of stocks and capital expenditure; and from time to time other figures would be collected. For example, an inquiry once every three years about purchases of commodities would enable the statisticians to compile input/output tables more frequently and regularly than before.

'Statistics of businesses outside the manufacturing field – of retailing, of catering, garages, and so on – are also being reviewed and I expect a similar pattern to develop,' said Mr. Dell. '. . . The first of the new quarterly inquiries has been launched already. Questionnaires asking for the output commodity by commodity of printing and publishing firms have been sent out for the last quarter of last year and the first quarter of this. Something over 3,000 questionnaires were sent out on January 1. Despite quite considerable efforts by the staff of Business Statistics Office to get them back completed, over 300 have still not been returned. And, on the same theme: at the beginning of the year the Office sent out 114,000 questionnaires for what we plan to be the last of the old style Censuses of Production; six months later the office has received back well under one-third of them.'

Continuing, Mr. Dell said: 'Let us look at this problem of non-response a little more closely. If statistics of output of commodities are to be available quickly and regularly, industry must help us to provide them by completing the questionnaires on which they are based. The demand for these statistics comes from industry itself, and not from Government. The reason it will take three or four years before the new system is working is that Government statisticians are consulting industry about each individual inquiry – and there will be about 150 different industries covered by these new quarterly inquiries – so that we can be sure that the figures which are collected are in line with what industry wants. Already we are having consultations with trade associations representing over two dozen industries. We are hoping to launch the next of the new inquiries towards the end of the year.

'So, on the one hand industry wants the statistics Government collects, and on the other, the Business Statistics Office finds that response by industry to its inquiries lethargic. I think there are two difficulties. The demand for the statistics comes from the marketing side of industry, but it is the accountant, or the secretary's department of a firm, which provides the raw material for them. Often the accountants see the provision of figures as a cost, and they are unaware of any benefit.

'The second difficulty is that it is mainly the larger firms which engage in market research; they see clearly the need for statistics if they are to sell successfully and it is from them that the impetus for improved statistics comes. Many small firms on the other hand have no resources to devote to market research and they see no need for the statistics we produce. Our demands on them are a cost on which they get no return. I can see no solution to this difficulty. The Government statisticians do what they can to help by taking the advice of national organizations like the CBI and of the trade associations concerned so that the questions asked are valid ones. Sampling techniques are used wherever they can be used so that approaches to small firms are kept to a minimum. The questionnaires are designed so that the completion of them is made as simple as possible. We take great care to avoid duplicating requests for information. To deal with duplication which can be avoided – and we think that this duplication is often exaggerated – we have set up a unit in the Central Statistical Office whose job it is to review all questionnaires to make sure that they are sensibly drafted and do not overlap. And of course less duplication is one of the advantages which will come out of having the Business Statistics Office as the central collecting organization for the whole range of business statistics.

'But, when all this has been said, it remains that the small firm, which makes no use of and sees no use for official statistics, will still be asked to complete statistical questionnaires. It is, I am afraid, a public obligation we must impose on them.'

President defines Government policy on monopolies and mergers

The Government's policy on monopolies and mergers, which Mr. Anthony Crosland, President of the Board of Trade, called a subject 'central to the health and the competitiveness of the British economy', was discussed by the President speaking in London on June 25 to the Association of British Chambers of Commerce. The main substance of the President's speech is reproduced below.

LET US FIRST take stock, and see where the argument now stands and what are the questions we need to answer next. I start with a few facts. The total value of company acquisitions in Britain as recently as 1964 was £501 million; in 1968 it was £1,653 million. In 1966, 58 mergers fell within the categories requiring examination by the Board of Trade; in 1968, 119 did so. The average size of firm being taken over is rising. The degree of concentration in British industry is certainly increasing; and mergers are playing a growing part, for good or ill, in changing the structure of industry – a part perhaps comparable in importance with the more traditional modes of internal growth and new investment.

The same trend is evident in the United States, where the total value of assets acquired by mergers rose threefold between 1966 and 1968. It is interesting that in 1968 conglomerate mergers as these defined accounted for 89 per cent of the value of all large acquisitions; while of all investment in mining and manufacturing in 1968, 45 per cent consisted of acquired assets as against internal new investment, compared with around 10 per cent 10 years ago.

Are mergers good or bad for industrial efficiency? The recent reports of the Monopolies Commission endorse the obvious view that it is impossible to generalize. There is no one pattern of size or structure which would be equally applicable – if I take some industries for which the Board of Trade is the sponsoring Department – to textiles, chemicals, the distributive trades and civil aviation.

Trend to mergers beneficial on balance

Nevertheless I believe that in Britain, at this moment of time, the trend to mergers has been on balance beneficial. A number of our industries are too fragmented to achieve the economies of scale needed to compete effectively in international markets. We still have too many examples of backward management and out-of-date equipment, and often a takeover is a more potent instrument for change than the slower process of competition. Again, in particular cases, mergers can result in cross-fertilization of ideas and the application of improved techniques. Generally, we all acknowledge the need for considerable structural reorganization in British industry, and it is the speed with which mergers can bring this about that must lead at present to a general presumption in their favour, even if in the longer run it may cause us to view them with more caution.

It is for these reasons that the Government has taken positive action to promote reorganization – sometimes directly as in steel and the ports, sometimes indirectly as through the Shipbuilding Industry Board, and most obviously by setting up and encouraging the Industrial Reorganization Corporation whose admirable work is so well chronicled in its recent annual report.* And it is for these reasons that, on the negative side, we have used so sparingly our power to refer mergers to the Monopolies Commission.

But because the general presumption is at present in favour of mergers, and because the Government itself takes energetic steps to bring particular mergers about, it does not follow that we should view all mergers uncritically and (apart from those cases where we take positive action) adopt a passive or laissez-faire aproach. This is not a field which can be left solely to the market and to the judgment of shareholders and boards of directors, and I should like to explain why.

First, large-scale mergers, especially where they involve factory closures, may have profound social consequences for the workers concerned, and indeed for the life of a town or a region; in such cases the private costs of a large firm's actions may diverge from the social, or in the widest sense the economic, costs. Moreover the merger movement as a whole may have implications for the distribution of wealth or the concentration of power; no Government can neglect these wider social and even political considerations.

Government's watching brief

These are the most important reasons why the Government must hold a watching brief over significant mergers. But there are also reasons of economic efficiency. Because we judge the recent merger movement to have been on balance beneficial to the economy, it does not follow that all mergers without exception are beneficial.

For example, some mergers may raise problems of absolute size. Now the Monopolies Commission concluded in the annex to their recent reports that 'the absolute size of British companies does not, for the present at least, seem to raise any important issues for the public interest'; and they pointed out, correctly in my view, that one must see size in the context of international competition and international companies. Nevertheless, size is not a guarantee of greater efficiency. As I have pointed out before, we have plenty of sleeping giants in British industry; and such evidence as there is does not indicate that bigger firms are in general more profitable or efficient than medium-sized firms – in the United States indeed, medium-sized firms appear to do better than the very large ones.

This is certainly not to disparage size in those industries where economies of scale are really large. But it does draw attention to the need to preserve a balanced size-distribution of firms in the economy and a sufficient number of separate growth-points. As the Monopolies Commission say in their report, 'the first effect of any acquisition is the elimination of an independent decision-making unit'; and they point to the tendency for efficient and growing medium-sized firms to be absorbed into larger units. Medium-sized firms are often most efficient; they promote competition and growth as they strive to expand; and we do not want to see too many such firms being swallowed up or spending all their management time fighting off take-over bids or being forced into illogical defensive mergers. We may often need to aim for greater size; but a flexible economy also needs a variety of firms of different sizes and a large number of separate growing points.

These arguments show that our policy on mergers must be concerned not only with the traditional aspect of monopoly, but equally with the likely efficiency of a merged combine. Indeed this aspect assumes a greater prominence with the realization that

*The Annual Report and Accounts 1968/69 Industrial Reorganization Corporation was published on June 19, and is available from HMSO, 49 High Holborn, London, W.C.1, or directly from the IRC, 46 Pall Mall, London, S.W.1 (Tel. 01-839 7391).

Prince Claus of the Netherlands, left, the husband of Crown Princess Beatrix, is seen talking with Mr. Anthony Crosland, President of the Board of Trade, and Mr. L. de Block, Netherlands Minister of Economic Affairs, when the Prince was guest of honour on the occasion of the Tenth Annual Lunch of the British Chamber of Commerce in the Netherlands, on June 19. *A report of Mr. Crosland's speech on the occasion appeared in last week's issue, page* 1741.

conglomerate mergers, between companies operating in quite different lines of business, may have little effect on competition, but may raise important questions about the likely managerial efficiency of the merged combine.

It has been argued, recently, that if Government policy is going beyond the traditional concern with monopoly and competition, and is now concerned with managerial efficiency, then it is entering a field which is best left to the judgment of the market. Now we can accept the judgment of the market in probably a a majority of cases, but certainly not automatically in every case. The IRC, for example, exists to promote desirable mergers which market forces have not achieved; and in particular cases it has intervened to bring about a solution different from the one which the market wanted.

The Monopolies Commission have also drawn attention to some limitations in the judgment of the market in their report on the proposed Rank/de la Rue merger.

Firstly, they point out that, especially where bids are contested, the bidding company, as well as the shareholders, may lack a great deal of the information that is relevant if a proper estimate of the potential advantages of the merger is to be made. The Commission, on the other hand, if they are asked to investgate a merger, can seek all the information they consider to be necessary before they reach their decision on its likely consequences.

Secondly, although shareholders who are offered shares in a bidding company should have some incentive to judge the merged company's long-term proposals, their attention will mainly be focused on the shorter-run value of the shares; while, if they are offered cash they have no incentive to look at long-run prospects at all, and the whole responsibility for doing so falls on the management of the bidding company.

Later, the Commission also observe that 'it may be worth a company's while to acquire another company for the sake of its current profits alone and without any plan for improving the use of its resources'. This may apply particularly to conglomerate mergers, where it must be especially difficult for a bidding firm to know, and for the market to judge, how it would succeed in tackling the problems of a firm in a wholly different line of business.

Continuing need for safeguards

So the Commission's report reinforces in a number of directions the familiar and established reasons for exercising some supervision over mergers. The fact is that there are many ways in which the public interest can be affected by mergers, and can diverge from the interests of the parties concerned; and there is therefore a continuing need for safeguards.

What forms should these take? Sometimes they will take the form of a reference to the Commission. I have no doubt, for example, that I was right to refer both the Rank/de la Rue and the Allied/Unilever mergers, even though the latter was not in the event judged contrary to the public interest. In this case, incidentally, one can at least say that if the market or shareholders were in any sense originally the judges or arbiters of the rightness of the merger, then at some stage they evidently changed their minds.

I have argued in detail in recent speeches, and I think it is now generally accepted, that we cannot in Britain have detailed American-style guide-lines for merger references. But I hope that the guide to Board of Trade practice which I shall publish at the end of July will help public understanding of how we judge mergers in relation to the public interest and on what basis we reach our decision.

But a reference to the Commission is not the only possible safeguard. I have already announced that I propose, in major cases where a reference seems unnecessary but where I remain uneasy about one or more important aspects of a proposed merger, to seek rather more freely than in the past assurances as to the future behaviour of the merged company. Such assurances would typically concern the proper handling of industrial relations or redundancy problems, questions of regional policy, possible balance of payments implications, and so on.

I shall also discuss with the Confederation of British Industry and the City the Commission's recommendations about the provision of more financial information by merging firms. To the extent that companies can provide such information, it will not only help us to decide generally how mergers are suceeding: it will also help the market to make more rational judgments about the prospects of a proposed merger, and will deter companies from embarking on mergers with the sole object of acquiring assets and without a reasonable expectation that they can use these assets more efficiently.

Examining existing monopoly situations

I should like now to say something about the Monopolies Commission's other role, that of examining existing monopoly situations. Its function here has never been, as is sometimes thought, solely to protect the consumer or investigate abuses of market power. Right from its establishment in 1948, the Commission has been required – and I quote from the 1948 Act – to consider the need to achieve 'production by the most efficient and economical means . . . the organization of industry and trade in such a way that their efficiency is progressively increased and new enterprise is encouraged . . . the fullest use and best distribution of men, materials and industrial capacity . . . and the development of technical improvements.' These objectives are at least as relevant today as 20 years ago, and they illustrate what I have called the Commission's more directly constructive role, namely, to establish whether a monopoly is making the best and most effective use of resources. We are therefore concerned not only with complaints from customers who believe themselves to be exploited, but equally with possible inefficiency or lack of export effort whenever these weaknesses appear in monopolistic industries. We do not want the quiet, well-adjusted monopolist; and mere abstention from the classic forms of monopolistic abuse is not enough.

So both our mergers and our monopolies legislation recognises the great importance of competition as a spur to economic progress. It is not the only spur or the only consideration. But it is one vital aspect of our general industrial policy, which is to increase the efficiency with which resources are used.

I shall end by briefly discussing two particular points which will arise as we discuss the future of industrial policy in Britain. First, we have a number of bodies which examine firms or industries at one particular point of time. But should the Government

MONOPOLIES AND MERGERS, *continued*

keep a more continuous, or at least periodic watch, especially in those sectors with a high degree of concentration such that the restraints of competition operate imperfectly, or not at all? Now if this were to mean continuous supervision and breathing down industry's neck, I should be utterly against it, for I can imagine nothing that would more quickly inhibit any forceful and imaginative business leader.

But it could mean something different. There is, perhaps, a certain illogicality in saying that a monopoly or merger situation is so crucial as to require a thorough investigation in 1969, but that thereafter we shall not concern ourselves with how the position develops in future years. In the case of a powerful monopoly, perhaps we should look at the situation periodically to see that any assurances have been kept to; in the case of mergers there is some evidence, for example in the Textile Council's recent report, that merged firms can take rather a long time to achieve the rationalization which was said to be the original object of the exercise.

Some follow-up does of course already occur. The IRC sometimes appoint directors to the boards of companies which it has helped to merge. In other cases the Board of Trade retains a measure of supervision over an industry following a report by the Monopolies Commission; this occurs, for example, both with detergents and petrol distribution. But we might consider, in the case of industries of exceptional importance to the economy, whether or not we should have a more systematic procedure for periodic follow-up of specific recommendations or assurances.

Lastly, it is sometimes said that there is inconsistency or overlap between the activities of the MC, the IRC, the PIB and the CIR. I do not think that this is the case. Each has a special role, which is concerned with a particular aspect of the ultimate objective – namely, the most efficient use of resources. Certainly their activies must fit into a coherent pattern. We have established machinery in Whitehall for achieving this, and I believe the present arrangements are working well. Nevertheless, when we look to the longer-term future, Government also will have eventually to decide whether some amalgamation would lead to desirable rationalization and economies of scale, or whether it would merely create another unwieldy conglomerate while destroying a healthy diversity of approach.

Board of Trade Advisory Committee

THE PRESIDENT of the Board of Trade has re-appointed Sir William Lawson as chairman of the Board of Trade Advisory Committee for a further period of two years from July 1.

The Advisory Committee is the statutory body which advised the Board of Trade on applications for financial assistance under the Local Employment Acts, 1960 to 1966.

New members of Consumer Council

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Alderman Mrs. Bernice Gray and Mr. A. J. Kirkwood as members of the Consumer Council. They succeed Mrs. Philippa Perks and Mr. T. W. Cynog-Jones.

Professor M. W. Beresford and Mr. J. L. Bryson, whose appointments expired on May 31, have been re-appointed.

Notes:

The chairman of the Council is Lord Donaldson of Kingsbridge.

The members are appointed in a personal capacity and not as representatives of any organization or particular interest.

The new appointments and re-appointments are for the period ending May 31, 1972.

Chancellor's statement on IMF standby facilities

MR. ROY JENKINS, Chancellor of the Exchequer, made the following statement in Parliament on June 23: On May 14 I told the House that there had been discussions with the IMF staff about further standby facilities for the United Kingdom, and that a full statement would be made when the arrangements were complete.

These arrangements are now complete. On Friday last the fund board approved a standby facility for the United Kingdom of $1,000 million over the next year. $500 million are available for drawing immediately; the rest will become available in three quarterly *tranches*, after consultation with the fund in each case.

The amount and phasing of this facility is related to the schedule of repayments in respect of our drawing in May 1965. This was $1,400 million of which $600 million have so far been repaid and a further $800 million remain to be repaid in instalments between now and May 1970. The new arrangement is a way of refinancing part of our debts. Our total indebtedness to the fund, so far from being increased, will be approximately $400 million less in May 1970. than it was a year ago, on the assumption that we draw the full amounts

In accordance with normal practice, I addressed a Letter of Intent to the managing director on May 22. Copies have been made available to hon. Members in the Vote Office this afternoon and the Letter will be published in the *Official Report*. The letter follows the main lines of the financial policy announced in the Budget. But for the present purpose I have expressed two features of that policy in quantitative terms. First, I am stating an objective of a £300 million balance of payments surplus for the current financial year. This is an interim objective, a measure of our intended progress towards the continuing surplus which we need.

Second, I emphasised in the Budget the need for restaint in the expansion of credit to the domestic economy. Domestic credit expansion—that is, broadly speaking the net addition to the borrowing of the public and private sectors taken together—is intended to be limited to not more than £400 million in 1969-70.

In addition to the annual figure, I have made estimates of which I have informed the IMF, of an appropriate quarterly path for domestic credit expansion and for the central Government borrowing requirement within it. I do not propose to publish these quarterly figures. Were I to do so, I would be encouraging speculation in a way that would make more difficult the management of the gilt-edged market.

I regard the conclusion of these discussions with the Fund as satisfactory. The House will have the opportunity to discuss the matter on Wednesday, when I hope to enlarge on this statement.

(The Letter of Intent was published in *Hansard* (cols 1008-1010) and was debated on June 25.)

Crown copyright in patent specifications

THE CONTROLLER of HMSO, in whom Crown copyright is vested, has given notice that in future under normal circumstances no action will be taken to enforce the Crown's rights in patent specifications published in the United Kingdom by HMSO. This will bring the United Kingdom into line with other countries, most of which permit the free copying of their patent specifications.

Notes:

Under Section 39(2) of the Copyright Act, 1956, the Crown is entitled to copyright in a work 'first published by or under the control of Her Majesty or a Government department'. It is no longer desirable to enforce this right in respect of patent specifications, and the decision notified above will allow patent specifications published in the United Kingdom by HMSO to be reproduced for sale by other United Kingdom publishers offering technical information services to industry.

Another factor is the plan to set up a World Patent Index. The United Kingdom is a member of the Paris Convention for the Protection of Industrial Property and like other member countries (few, if any, of which claim copyright in patent specifications) has been asked to supply the Index with copies of published patent specifications: it is envisaged that the service associated with the Index will be supplying copies of these documents to clients in this country and in other countries.

Applications for temporary exemption from import duty

The board of trade are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by July 16.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.11	1-Naphthaldehyde	alpha naphthaldehyde	December 31, 1969	13307
29.31	1, 2-Di(ethoxycarbonyl) ethyl *OO* - dimethyl phosphorodithioate	S - [1, 2-Di(ethoxycarbonyl) ethyl] dimethyl phosphorothiolothioate	December 31, 1969	13301

NOTE: Withdrawal of application

Interested parties will wish to know that the application for temporary exemption from import duty of Phenothiazine (29.35) published on page 1548 in the *Board of Trade Journal*, June 4, 1969, has been withdrawn.

Export of brass swarf

The board of trade announced on June 26 that they were prepared to permit the export of 500 tons of brass swarf during July 1969. Exports of non-ferrous metal scrap, wastes and residues have been subject to export control since 1939. The arrangement to permit the limited export of brass swarf, during the month of July only, are in accordance with the established practice of allowing exports of certain types of material which are in temporary surplus to the requirements of United Kingdom industry. Exporters wishing to participate in these arrangements were invited to submit applications for licences in the usual way, to reach Export Licensing Branch, 35 Old Bailey, London, E.C.4, not later than July 2.

Any inquiries about these arrangements should be addressed to Industries Division 2, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2099).

The Import Duties (Temporary Exemptions) (No. 4) Order, 1969

The treasury has made the Import Duties (Temporary Exemptions) (No. 4) Order, 1969 (SI 1969 No. 839).

The Order provides that the goods listed in Schedule 1 shall be temporarily exempt from import duty, and those listed in Schedule 2 shall continue to be exempt from import duty, both until January 1, 1970, except for items for which an earlier day is specified.

The Order comes into operation on July 3, 1969, and has been published as Statutory Instrument 1969 No. 839.

Copies of the Order are obtainable direct from HMSO.

Report of Parliamentary Commissioner for Administration

The third report of the Parliamentary Commissioner for Administration, Session 1968-69, was published on June 26 (H.C. 316, HMSO, 2s. net). The Report examines the part played by the Board of Trade in inquiring into alleged irregularities at art auction sales, with particular reference to the sale of a painting which was later attributed to Duccio and purchased by the National Gallery.

The report now falls to be examined by the Select Committee of the House of Commons on the Parliamentary Commissioner for Administration.

Work begins on new advance factories

The english Industrial Estates Corporation have announced that work is about to be started on certain advance factories in the region which had recently been authorized by the Board of Trade under the replacement programme.

Site works have already commenced for the construction of a 25,000 sq. ft. unit at Houghton-le-Spring. This factory which is expected to cost £100,000 is to be erected by Geo. Wimpey & Co. Ltd. The architects for the project are Richard Turley Associates. A firm inquiry has already been received for this factory and negotiations are currently in progress with the company concerned.

On the same estate Geo. Wimpey & Co. Ltd. were again successful in being appointed to construct a 15,000 sq. ft. factory. Work on this £63,000 factory was expected to be started on June 23. The architects responsible for planning the building are Clarence Solomon.

Derek Crouch & Co. Ltd. have been awarded a contract for the building of a 25,000 sq. ft. advance factory worth £120,000 at Hare Law, Stanley, where work was also due to be started on Monday, June 23. The architects for this project are Richard Turley Associates.

The above factories should all be completed by the end of the year.

Hosiery and Knitwear Industry (Scientific Research Levy) Order 1969

It was announced in the *Board of Trade Journal*, on May 2, that the Hosiery and Knitwear Industry (Scientific Research Levy) Order had been laid before Parliament in draft. After approval by both Houses, the Order has now been made No. 882. Copies are obtainable, price 1s. each from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1, and branches (by post, price 1s. 4d.), from HMSO, PO Box 569, London, S.E.1).

The new Order which comes into force on July 1, imposes upon persons in the hosiery and knitwear industry (weft knitting and the dyeing and finishing of weft knitting) a levy payable every six months to be calculated at the rate of 6s. 8d. for every £1,000 of their net turnover (as defined in the Order) of the previous six months. The monies collected from this levy will be used by the Hosiery and Allied Trades Research Association in furthering their research work on behalf of the industry.

The Order requires any person carrying on business in the industry on July 1, 1969, or who thereafter commences to carry on such business to furnish to the Board information including his name and address and principal place of business. Notices requiring the furnishing of these returns, and the payment of the appropriate charges in respect of the levy period, beginning July 1, 1969, will be issued shortly.

Annual reports of NFFC and CFC

The annual report of the National Film Finance Corporation for the year ended March 31 was published on June 26, price 2s. The annual report of the Cinematograph Films Council was published on June 27, price 1s. 6d.

Both reports are available from HMSO, 49 High Holborn, London, W.C.1.

Building grants for projects providing employment in intermediate areas

SPEAKING in the debate on Intermediate Areas (the Hunt Report) in Parliament on June 25, Mr. Peter Shore, Secretary of State for Economic Affairs, said:

'In my Statement on April 24 I described the new intermediate areas in broad terms leaving the precise boundaries to be determined after consultation with the Regional Economic Planning Councils. These consultations have now been completed and the views of other bodies have also been taken into account.

'There is now available in the Vote Office the full list of the 54 employment exchange areas to be included in the new intermediate areas – North East Lancashire, Yorkshire Coalfield, North Humberside, Notts/Derby Coalfield, South East Wales, Plymouth and Leith. I am also circulating the list in the Official Report.

'I said on April 24 that the cost of the measures would be met out of the very substantial and growing sums being spent on assistance to industry in the development areas. The savings required will be obtained by the withdrawal of the Selective Employment additional payment of 7s. 6d. a week at present payable in the development areas. This will cease to be paid from the beginning of the financial year 1970/71.

'This does not affect in any way payment of the Regional Employment Premium of 30s. a week. I reaffirm our commitment to continue to pay the REP in the development areas for the minimum period of seven years from 1967. This is an important part of their very large preference in assistance to industry over the rest of the country.

'The House will recall that we propose to make available for industry in the new intermediate areas assistance of the kind provided in development areas under the Local Employment Acts, excluding those loans and grants for general purposes which are made on the advice of BOTAC. A Bill will be introduced as early as possible next Session to give effect to our proposals. Meantime, it is important that development should go ahead in the new intermediate areas.

'First, from now on industrial development certificates will be made available in the intermediate areas on the same basis as in the development areas.

'Second, in respect of projects started in the intermediate areas from today, the Board of Trade will be ready to consider applications for building grants. Guidance to industry on this and certain necessary conditions is being issued today.

'Third, eligible local authority schemes for derelict land clearance approved after April 24, or where the main work started after that date, will be considered for 75 per cent capital grants. These grants will be available in the new intermediate areas and the other areas which I mentioned in my previous Statement. The Opencast Executive of the National Coal Board has valuable experience in reclamation. We shall encourage local authorities to make full use of the Executive's services as technical adviser and agent for the execution of their schemes.

'The Hunt Committee rightly emphasize the human assets of the regions and the importance of industrial training. The Government will provide in the new intermediate areas the full range of development area training grants and other training assistance. Further, the Government have considered in the light of the Hunt Report the level of benefits paid to men and women moving to new jobs away from their homes with Government assistance. The Government are arranging to bring these benefits into line with present-day requirements. A further announcement on the details and timing of these measures will be made shortly.

'Regional policy is essentially a matter of priorities and we have had to apply very strict criteria in determining the new intermediate areas and their precise boundaries. In conclusion, I wish to stress the Government's continued determination to press ahead with the progress being made in the development areas; and our intention to maintain our close watch over the changing needs of all the regions and areas of the country.'

MR. PETER SHORE, Secretary of State for Economic Affairs, has now announced the new intermediate areas in which the Government will seek powers to offer building grants to firms providing employment in these areas on the same basis as the building grants available in the development areas under the Local Employment Acts. Powers to offer grants in these areas, however, will not exist until Parliament has passed the necessary legislation. The Government propose to introduce a Bill to this end as early as psosible in the next session and the Board of Trade's intention is that qualifying projects started from now on would be eligible for consideration for assistance provided that:

(i) when an applicant is himself undertaking or contracting for the building work –

  (a) the work was not started before June 25. (For this purpose the start of work would mean the start of any work on the site, the cost of which would be part of the eligible expenditure incurred by the applicant in providing the building for which grant is sought.)

  (b) the building work was not completed or the building occupied (or part-occupied) before the date when the legislation comes into force.

(ii) when an applicant is purchasing a new previously unoccupied building, the purchase was not completed or the building occupied (or part-occupied) before the legislation comes into force.

Although no offers can be made before legislation comes into force, the Board of Trade will be prepared to consider, informally, provisional applications in respect of building grants in the intermediate areas and firms are invited to get in touch with the appropriate Regional Office of the Board of Trade if they have projects in mind.

Notes:

(i) The coverage of the intermediate areas was announced by the Secretary of State in the House of Commons on June 25. The DEP local offices which make up these areas are:

1. **Leith Intermediate Area**
   Leith

2. **South East Wales Intermediate Area**
   Abergavenny (excluding that part which is in the development area)
   Barry
   Cardiff
   Cwmbran
   Llantwit Major
   Newport
   Newport Docks
   Penarth

3. **Yorkshire Coalfield Intermediate Area**
   Askern
   Barnsley
   Castleford
   Dinnington
   Doncaster
   Goldthorpe
   Hemsworth
   Hoyland
   Knottingley
   Maltby
   Mexborough
   Normanton
   Pontefract
   Rotherham
   Royston
   South Kirkby
   Thorne
   Wakefield
   Wombwell
   Worksop (a)

4. **North Humberside Intermediate Area**
   Beverley
   Goole
   Hessle
   Hull

(a) Inquiries should be addressed to the Board of Trade Midland Regional Office in Birmingham.

5. **Notts/Derby Coalfield Intermediate Area**
   - Alfreton
   - Heanor
   - Sutton-in-Ashfield

6. **Plymouth Intermediate Area**
   - Devonport
   - Gunnislake
   - Plymouth
   - Plympton
   - Saltash

7. **North East Lancashire Intermediate Area**
   - Accrington
   - Bacup
   - Barnoldswick (b)
   - Blackburn
   - Burnley
   - Colne
   - Darwen
   - Great Harwood
   - Haslingden
   - Nelson
   - Padiham
   - Rawtenstall
   - Todmorden (b)

(b) Any inquiries about these areas should be addressed to the Board of Trade Yorkshire and Humberside Regional Office in Leeds.

(ii) The Board of Trade Regional Offices for the intermediate areas are:

1. Office for Scotland
314 St. Vincent Street, Glasgow, C.3.
Tel. 041-248 2855; Telex 77583.
2. Office for Wales
Government Buildings, Gabalfa, Cardiff, CF4 4YL.
Tel. Cardiff 62151; Telex 49267.
3. 4. Yorkshire and Humberside Region
City House, New Station Street, Leeds 1, Yorkshire.
Tel. Leeds 38232; Telex 55472.
5. Midland Region
Five Ways House, Islington Row, Birmingham 15,
Tel. 021-643 8221; Telex 33702.
6. South Western Region
The Pithay, Bristol, BS1 2NE.
Tel. Bristol 21071; Telex 44214.
7. North Western Region
Sunley Building, Piccadilly Plaza, Manchester, M1 4AT.
Tel. 061-236 2171 and 061-832 9321/2; Telex 66104.

(iii) Under the Local Employment Acts, 1960 to 1966, the Board of Trade may pay grants of up to 25 per cent of the cost of erecting a new building or extending or adapting an existing building. The grant may be up to 35 per cent of the cost in certain cases where, in the opinion of the Board of Trade, the higher rate is justified.

Changes proposed for scope of man-made fibres training board

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, proposes to amend the scope of the Man-made Fibres Producing Industry Training Board. On June 23 she circulated to interested organizations a draft schedule incorporating the changes which she proposes should be made to Schedule 1 of the Industrial Training (Man-made Fibres Producing Board) Order, 1966 (SI 1966, No. 143).

The effect of the principal amendment is to bring within scope of the Board the production of regenerated or modified cellulose and the processing thereof into film or sheets when the employer engaged in such production and processing (or an associated company of the employer, being a company) is engaged in the production of man-made fibres. Other amendments are proposed to clarify the Order.

Any organization that considers it has an interest in this draft schedule and has not yet received a copy should apply to the Department of Employment and Productivity, TC1, 168 Regent Street, London, W.1. Observations on the draft schedule should reach the department by July 21.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 134 Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1, 7-11 Linenhall St., Belfast 1; or through any bookseller.

Co-ordinating work on Metrication

FOLLOWING ITS FIRST meeting on May 28, the Metrication Board announced the intention to set up a series of Steering Committees which would assume responsibility for particular sectors of the economy. Members of the Board have now been appointed to take the lead in co-ordinating work on metrication in the sectors: Agriculture, horticulture, forestry, fisheries and land (Lord Bessborough and Dr. F. Lincoln Ralphs); Education and industrial training (Dr. F. Lincoln Ralphs and Professor M. L. McGlashan; Engineering industry (Mr. E. F. Knight, Professor M. L. McGlashan and Sir Thomas Padmore); Fuel and power (Professor M. L. McGlashan and Mrs. Ailsa Stanley); Industrial materials and construction industries (Mr. H. J. Cruickshank and Mr. A. G. Dawtry); Transport and communication industries (Sir Thomas Padmore and Mr. E. F. Knight); Distribution, food and consumer goods (Mr. G. Bowen, director, will for the time being take the lead in this sector with Dr. Abrams, Mrs. Stanley and Mr. A. G. Dawtry.

The Board members concerned will be ready to consider observations or memoranda from organizations or individuals who are concerned with the work of any particular sector. Such representations should be addressed to: The Secretary, Metrication Board, 22, Kingsway, London, W.C.2.

Survey of furniture machines will look at import substitution

A SURVEY of the present and future needs in the United Kingdom furniture manufacturing industry for woodworking machines and process equipment is to be carried out by the Furniture Development Council under a contract placed by the Ministry of Technology. The survey is expected to be completed and a report published in nine months. Manufacturing processes will be selected in which requirements for the design and development of new machines and equipment will be identified, with special regard to the scope for machine tool import substitution.

Question Time

'Have you received a copy of our 1969/70 "Business and Holiday Travel Guide?" It's a must even if you only require bedtime reading matter? You'd be surprised how informative our little 50-page brochure can be in the right hands. It's loaded with brilliant holiday suggestions and if we haven't shown the resort or hotel you require, just drop us a line and you will be equally surprised to find how easy it is for us to arrange your holiday or business tour on a made-to-measure basis. . . .

Our travel writer went to great trouble; in fact, to see the poor man for weeks pondering in the corner of the office, mumbling air fares and hotel rates and finding how a person would be able to travel from A to B with the minimum of inconvenience, distressed our Chairman so much that on completion of the A.T.B. Guide he read it from cover to cover and then, with book in hand, went on holiday.

So why don't you become one of our readers? Just give us a call or drop us a line, and we'll be awfully nice and send you a copy free of charge, and don't forget, you'd do us a great favour by boosting our travel writer's morale, he's such an egotist!

Armfields Travel Bureau, Armfield House, 1/2 New Street, London, E.C.2. Telephone 01-283 2161 (10 lines).

Financial backing for £12m. of British steel-making plant for Finland

A FINANCIAL AGREEMENT for £11.80 million was signed in Helsinki on June 23 by Mr. David Thomson, a managing director of Lazard Brothers & Co., Limited, and Mr. Helge Haavisto, the managing director of Rautaruukki Oy, the Finnish steel company.

The agreement provides for a loan to support several British contracts which are expected to total approximately £11.93 million with a number of British companies who together will supply, erect, equip and provide all the necessary consultancy and co-ordination work for an extension to the steel works at Raahe and for a further development project at Hameenlinna.

Davy and United Engineering Co. Ltd., of Sheffield and Glasgow (a member of the Davy-Ashmore Group) has been awarded two contracts which were signed on June 23 in Helsinki. The first is for £4.85 million for the supply of a hot strip mill and other equipment at Raahe, and the second contract, worth £2.54 million, is for the supply of two cold rolling mills for new plant at Hameenlinna.

Stein Atkinson Stordy also signed on the same day a contract for a reheating furnace for about £360,000 and further contracts are under negotiation with other British companies and these are expected to be signed shortly.

The loan has been guaranteed by the Government of Finland and is being provided by a consortium of banks, comprising Barclays, Lloyds, Midland, National Provincial, Westmintser and Williams Deacons, at an interest rate of 5¼ per cent per annum with the support of Export Credits Guarantee Department.

Apart from the sterling loan, Lazard Brothers has also agreed to arrange additional finance for approximately £2.5 million for Rautaruukki Oy in a Euro-currency if it is required.

The current Financial Agreement is the second to be signed between Lazard Brothers and Rautaruukki; the first was for £6.5 million in 1964 in support of a contract won by Davy and United for a plate mill and tonnage oxygen plant.

Davy and United Engineering state that these contracts represent the highest value orders for plant and equipment ever placed by Finland as part of a single deal. The orders arise from the expressed intention of Rautaruukki Oy to establish facilities for the production of hot and cold rolled steel strip. They are the result of an intensive planning and marketing effort carried out by Davy-Ashmore International Limited and Davy and United Engineering Company Limited, which included extensive and detailed economic and technical feasibility studies.

Davy-United say that the contracts have been won against the stiffest competition from leading international rolling mill builders. The orders follow the successful completion of the plate mill plant at Raahe for which Davy-United acted as main contractor. They will make an important contribution towards improving the balance of trade between Finland and the United Kingdom.

Focus on Finland

OVER 70 DELEGATES from a wide selection of leading British companies attended the one-day 'Forum' recently organized by the London Chamber of Commerce, entitled 'Focus on Finland'. This was the start of the London Chamber's major effort in support of the British trade drive in Finland for 1969.

Mr. A. H. Reed, Counsellor (Commercial) at the British Embassy in Helsinki, emphasized the tremendous goodwill felt in Finland towards Britain and spoke of the Finns' desire to increase their share of imports from the United Kingdom. Finland presented an increasingly sophisticated market to potential exporters and there was no reason why Britain could not be Finland's biggest trade partner on the import side.

The chairman of the conference was Sir Alexander Glen, KBE, DSC, chairman of the North East European section of the London Chamber, and speakers covered topics ranging from the problems involved in selling both capital and consumer goods to Finland, to the latest developments in sea and air transport between the two countries.

Other speakers included Sir Norman Kipping, a director of Pilkington Bros. Ltd., and of Joseph Lucas (Industries) Ltd., Mr. D. A. Coltman, head of BEA International Cargo Advisory Bureau, Mr. M. F. Dowding, chairman of Davy-Ashmore International Ltd., and Mr. Rolf Ilvesviita, purchasing director of Raumar Repola, one of Finland's largest companies.

British commercial representatives overseas

THE LIST of British commercial representatives overseas as published in the *Board of Trade Journal* of June 18, 1969, should be amended as follows:

BRAZIL – SAO PAULO. *Amend* telephone number to '287-7722'

BRUNEI – *Add* to entry. '(Telegraphic address: *Highcoma, Brunei*)'

MALAYSIA – KUALA LUMPUR. *Amend* Mr. Taylor's title to 'Counsellor (*Economic*)'

UNITED STATES – MIAMI. *Amend* telex number to '20660-519468'.

The French market for capital goods

AN ARTICLE written by J. S. Rooke, CMG, OBE, Minister (Economic) at HM Embassy, Paris, advising on opportunities in the capital goods field in France will be published in next week's edition of the *Board of Trade Journal*.

The article draws attention to capital items with good sales prospects and covers aspects of marketing in France of particular relevance to this field of goods.

A mission from the London Chamber of Commerce Inc. visited France earlier this year to investigate the market for capital goods. Copies of the report of this mission called 'Report on France' are now obtainable, price 7s. 6d., from the Press Office, London Chamber of Commerce, 69 Cannon Street, London, E.C.4.

Libyan Minister of Agriculture visits United Kingdom

HE HAJ ABDULKARIM LAYYAS, the Libyan Minister of Agriculture, is visiting the United Kingdom until July 8 as the guest of Her Majesty's Government. He is accompanied by Sayed Sadiq Sgaier, Under Secretary in the Ministry.

The Libyan Ministers' programme includes visits to Mr. Anthony Crosland, President of the Board of Trade; Mr. Cledwyn Hughes, Minister of Agriculture Fisheries and Food. He will attend the Royal Show at Warwick from July 2-4 and subsequently visit agricultural and dairy establishments and manufacturers of agricultural equipment in other parts of the country.

Libya, who is one of the world's foremost oil exporters and Britain's leading supplier of oil, has recently embarked on a second Five-Year development plan, in which £175 million has been devoted to agriculture.

Manager of the Jamaica Livestock Association Ltd. to visit United Kingdom

MR. H. J. RAINFORD, the manager of the Jamaica Livestock Association Ltd., is to visit the United Kingdom from June 28 to July 12 as a guest of HM Government.

Whilst here he will be spending a few days at the Royal Show, Kenilworth, and will also be visiting cattle and pig herds, poultry establishments, the Walls slaughterhouse at Acton, feed mills at Leicester and Amersham, the National Stud, the Milk Marketing Board. Mr. Rainford will also have discussions with several firms in the agricultural industry which have interests in Jamaica.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

New international customs arrangements for transit traffic

LARGE SAVINGS in time and in cost are expected from new customs procedures proposed to meet the needs of operators carrying goods across many national frontiers. A new draft International Customs Transit Convention (ICT Convention) is being circulated to Member and Observer governments to the Customs Co-operation Council and to the many international commercial organizations who assisted in it preparion. It embodies new concepts designed to match changing patterns of international traffic, particularly the widespread use of inter-modal containers.

In the past, an international transit operation has involved one vehicle, one carrier, and one carnet (combining the control document and the guarantee required for the carriage of uncustomed goods). The customs would seal the vehicle, which entered the transit arrangement in the country of exportation The carrier, who accompanied the vehicle throughout its journey, was required to produce the carnet at every frontier crossed on the way to its final destination. If there was a change of carrier, a new operation had to be started.

Containerization presents new problems. A container might be loaded in one country, travel to the frontier or port by road or by rail, be exported to a second country by air or by sea, and be taken by a different carrier to its final destination by road, rail or inland waterway, over one or more frontiers. There may be sections of a journey where a guarantee is required and other sections (such as by sea or air, or where the carrier is a railway authority with a special arrangement with its national customs) where no guarantee is required.

In 1967 the Permanent Technical Committee of the Customs Co-operation Council set up a special working party to examine such problems.

The working party decided that the old carnet system must be replaced by one which took account both of changes in carrier and of the intermittent need for a guarantee. It also recognized that it would not always be necessary for a cargo to enter a customs transit system at the beginning of its journey. A carrier might wish to commence his journey without any customs transit formalities and yet be free to enter a customs transit arrangement at a later stage of the journey, without delay or difficulty at that time.

The working party therefore propose (1) to divorce the guarantee from the control document ; (2) to make the new procedure so flexible that it may be commenced either in the country of exportation or at a later stage in the journey; and (3) to allow for the possibility that the responsible carrier of the goods may change several times during the course of a single journey.

The guarantee will be operated through a network of guaranteeing associations covering the territories of the contracting parties to the convention. Each national guarantee association within the the network will approve carriers for whom it is prepared to act as a guarantor. Those carriers which it approves will be issued with a guarantee card recognized by the customs authorities in other countries where it has associates. The card will provide cover for all journeys undertaken by the carrier during its period of validity. The goods are not the subject of the guarantee so much as the activities of the carrier. It follows that normally there will be no need for the customs to check the value of the cargo at the points of control. It will be sufficient for them to be satisfied that the carrier is in possession of a current and valid guarantee card.

The draft convention provides for an exporter to be able to ask the customs in his country to seal his loaded container if there is the possibility that the container will enter the ICT transit procedure at a later stage of its journey. When the container is presented for sealing, the customs will ask the exporter to produce a document showing the contents of the container, which the person responsible for loading will certify as accurate. Details of the seals will then be marked upon it. Provided it contains the minimum information prescribed by the convention, this 'Goods Manifest' may be a normal commercial document.

At the stage in the journey where the container enters the transit procedure, the carrier will complete a simple declaration and attach it to the Goods Manifest bearing the details of seals. If a guarantee is required for any section of the journey for which he is responsible, the carrier will produce his guarantee card.

The carrier will take with him a master copy of the declaration for production at frontier control points. If the container is subsequently carried by another means of transport, this master copy will be handed over to the new carrier. At each frontier a copy of the declaration will be deposited with the customs.

The convention is not limited to containers alone. The procedure, which was devised to meet the growing problem of containers, will be available for all other means of transport. The convention does not distinguish between them. So long as a vehicle, container or inland waterway vessel conforms to the agreed international standards of customs security for sealing purposes, it will be accepted within the new procedure. The term 'tranport unit' has therefore been used to cover all these means of transport.

The whole emphasis of the new procedure is on reduction in cost and delays. Having the container sealed in advance in the exporting country will minimize delays which might arise at 'bottlenecks' such as large ports.

The customs in the exporting country will not be asked to examine the cargo when the container is sealed. But if later a serious discrepancy is found between the cargo and the statement in the Goods Manifest, the customs who sealed the cargo will make any necessary inquiries to check the accuracy of the Goods Manifest.

Co-operation of this kind between customs authorities of different countries will cut down the duplication of control which has often occurred in the past. It will also enable them to control irregularities more effectively. This will help to keep the cost of premiums for guarantee cards as low as possible.

Transport operators can expect great benefits from the use of a pre-arranged guarantee which is separate from the cargo document and which can be used specifically for those parts of a journey where a guarantee is required. The guarantee card will remain valid for a period of time and will cover all journeys made within that period. This will cut out the need for journey by journey arrangements.

The acceptance of commercial documents as Goods Manifests for customs purposes avoids duplication of labour.

With experience of the new procedure, further simplifications can be introduced. The convention provides for groups of countries to join together to form regions (ICT areas). Goods passing through these regions will be subject to controls only at the frontiers of entry into and exit from the area. The consequent saving of time at intermediate frontiers is expected to reduce operational costs considerably.

The Customs Co-operation Council has to date 60 Member Nations. It is not of course the only body working to provide new customs facilitation for container traffic. The Economic Commission for Europe has been carrying out complementary work through its Working Party on Customs Questions Affecting Transport. The two organizations have collaborated closely at all stages. This has demonstrated again that customs organizations do not wait for events to overtake them but that they work together to adopt customs controls to the needs of the changing world of commerce.

It is hoped that the council will be in a position to adopt the convention and open it for signature in June 1970.

Purchase tax, tax-free over-the-counter sales to overseas tourists

FOLLOWING CONSULTATIONS with the Distributive Trades Economic Development Committee and the British Travel Association, HM Customs and Excise introduced on July 1 a new export promotion scheme under which retailers may sell or deliver goods over the counter to visitors from overseas free of purchase tax, provided the visitor undertakes to produce the goods personally to HM Customs for identification or to export them within three months of the date of purchase.

The goods sold and the relative documents must for this purpose be carried on the visitor's person or in his (or her) handbaggage and presented to Customs at the time of the visitor's departure overseas, so that an official certificate of exportation can be given; any retailer operating the new over-the-counter scheme is entitled to add to his tax and exclusive selling price the appropriate margin to cover any expenses, insurance etc. incurred by him in operating the scheme, and also such returnable deposit as may be deemed necessary to ensure that the governing conditions are fulfilled.

Claims by the retailer for tax carried for goods sold under this scheme must be supported by valid official certificates that the governing conditions have been satisfied, and the goods duly exported, and may be claimed either (a) direct from HM Customs and Excise on the retailer's quarterly tax returns, if the retailer is registered for purchase tax purposes, or (b) from his registered suppliers, if the retailer is not himself so registered.

This new tax-free over-the-counter scheme supplements existing retail exporting schemes under which retailers may sell goods tax free to overseas customers for export, provided the retailer sends

Continued on page 16

Aviation and Shipping

United Kingdom-Pakistan air talks

THE FOLLOWING statement was issued in Karachi jointly by the air delegations representing the Governments of the United Kingdom and Pakistan: 'Full agreement has been reached by the air delegations of the two countries whose talks concluded today. The successful culmination of the talks follows extensive discussions between the two Governments in the last few weeks about civil aviation relations which fall within the scope of the Air Services Agreement of 1949.

'The matter principally under discussion was the improvement of opportunities of expansion of operations and earnings of PIAC and BOAC.

'The two air delegations said that both Governments confidently look forward to these objectives being fulfilled with advantages to both sides. They added that the cordial relations between PIAC and BOAC which have existed in the past are certain to be even more firmly established with the new opportunities to both airlines.'

Commission on Third London Airport—booklet on research methodology

THE COMMISSION on the Third London Airport has published a booklet which describes in detail the manner in which its research team proposes to carry out the investigation and research, as well as the cost/benefit analysis, of the short-listed sites at Cublington (Wing), Foulness (off-shore), Nuthampstead, and Thurleigh (Bedford).

The Hon. Mr. Justice Roskill, chairman of the Commission, in a foreword to the booklet, says 'many of the problems involved in the analysis (of the short-listed sites) are novel and inevitably controversial. Agreement on the best method of resolving them is unlikely in advance of Stage V and the Commission appreciates that there will be much debate on them during Stage V. The Commission has therefore decided to publish at this early stage the methodology upon the basis of which it has authorized the research team to proceed.'

Copies of the booklet 'Commission on the Third London Airport – Papers and Proceedings Vol. VII – Pt. 1 Assessment of the Short-Listed Sites: Proposed Research Methodology' are available from HMSO and Government bookshops, price 5s.

British Transport Docks Board

THE BRITISH Transport Docks Board on June 26 announced that the operating surplus of £7.95 million achieved by its 19 ports in 1968, the sixth year of the Board's existence, was the highest ever. In his annual report to the Minister of Transport, published on the same day, Mr. Sidney Finnis, the Docks Board chairman, revealed that, after allowing for depreciation on a replacement cost basis and paying interest on the capital debt, the net surplus was £1.485 million, the Docks Board's sixth successive profit of over £1 million, compared with the surplus of £1.614 million earned in 1967. The reduction was largely accounted for by increased depreciation and interest charges in respect of modernization and development works completed but not fully revenue-earning during the year.

The report is published as House of Commons Paper 265, and is available from HMSO, price 24s.

Third London Airport—additional site information on Thurleigh (Bedford)

IN ITS LETTER of February 24 to the President of the Board of Trade announcing the names of the short listed sites, the Commission on the Third London Airport pointed out that the precise location of the sites had not been determined. The Thurleigh Site Information booklet explained that detailed studies were needed to establish the best locality for each site.

Work in connection with the Thurleigh site carried out by the Commission's research team since the Thurleigh booklet was published suggests that the runways might be shifted some 2,500 yards to the South East. For an airport in this position the appropriate runway alignment would probably be 70° East of North (grid) as opposed to the alignment of 72° East of North (grid) shown in the site information booklet. The NNI contours shown on plans CTLA/4/2 and CTLA/4/3 would be shifted and rotated accordingly but not otherwise altered.

The Commission has reached no final conclusion regarding the merits of the alternatives, but rather than delay the inquiry already arranged, and since the alteration is not fundamental in character, it has decided to proceed on the basis that both possibilities will be open to discussion at the Stage II local hearing.

The Commission has decided that it should make this development known as soon as possible because of its implications for the hearing. It has decided to postpone from June 13 to July 18 the date by which applications for leave to appear or be represented at the Thurleigh local hearing must be made, so that those who might be additionally affected have time to consider the implications. The date set for the meeting at Templar House to discuss procedure at the hearing is accordingly postponed from July 7 to July 31 at 10.00 a.m. All other dates in the timetable remain unaltered.

The Commission will be placing with local authorities in the area copies of this announcement and of the drawings which show the effect of this possible shift to enable those who might additionally be affected to appreciate the implications and to decide whether or not they wish to apply for leave to appear at the hearing.

Re-appointments to Council of the Air Registration Board

MR. ANTHONY CROSLAND, President of the Board of Trade, has re-appointed Mr. J. J. Taylor and Captain Lawrence Taylor as Members of the Council of the Air Registration Board for a further period of one year, until July 31, 1970.

Note:

Section 7 of the Civil Aviation Act, 1949, provides for the appointment by the President of the Board of Trade of two Members of the Council of the Air Registration Board, one of whom (Mr. J. J. Taylor) shall be an independent person.

Mr. J. J. Taylor has served on the Council of the Air Registration Board since 1946. He is a former chairman of the Association of British Travel Agents and has been a Member of the Air Transport Licensing Board since 1961.

Captain L. Taylor has served on the Council of the Air Registration Board during the last four years. He is a Senior Captain of British Overseas Airways Corporation.

London chamber forum on air freight

FOUR BRITISH authorities on air freight will be presenting papers at the London Chamber of Commerce's next forum conference on July 17, which will cover the subject 'Air Freight in the 70s.'

The forum will be held at Barrington House, Gresham Street, London, E.C.2. As usual it is open to non-members of the London Chamber of Commerce as well as members. Those wishing to attend or to obtain further information should contact without delay LCC Forum, 69 Cannon Street, London, E.C.4 (Tel. 01-248 4444, Ext. 10).

Continued from page 15

the goods direct to the customer's permanent address abroad, or direct to the ship or aircraft by which the customer is to leave the country.

Full details of this new 'over-the-counter' scheme and of other tax-free retail export schemes are given in the new Customs Notice No. 77X, copies of which may be obtained from any office of Customs and Excise.

Parliamentary Answers on aviation and shipping

FRIDAY, JUNE 20

Aviation movements

Answering a question on the number of general aviation movements during each of the past four years at each of the airports administered by the British Airports Authority, Mr. William Rodgers, Minister of State, Board of Trade, gave the following figures:

General Aviation† Movements at airports administered by the British Airports Authority

	1965	*1966*	*1967*	*1698*
Heathrow	6,016	7,142	8,182	10,164
Gatwick	11,714	14,458	16,525	18,209
Stansted	2,875	4,107	4,599	4,341
Prestwick	1,415	1,760	1,879	2,508

†Including local pleasure flights, commercial flights other than by air transport operators, aero club flights and flights by private operators.

TUESDAY, JUNE 24

Pollution of beaches

Answering a question on recent steps taken by the Board of Trade in order to prevent the pollution of beaches by oil, Mr. Rodgers said as part of its continuing participation in the work of the Intergovernmental Maritime Consultative Organization the Board of Trade recently sponsored important amendments to the oil pollution convention, aimed at reducing coastal pollution. Mr. Rodgers continued: 'As the House was informed on June 16, we are also extending the arrangements for detecting and clearing spillages round our coasts before they can pollute beaches.

Wick Airport

Mr. Rodgers gave the following figures in answer to a question on the percentage of flights scheduled to land and take off from Wick Airport but cancelled in each of the last four years: 1965/6 - 4.6 per cent; 1966/7 - 3.4 per cent; 1967/8 - 3.4 per cent; 1968/9 - 10.3 per cent. Mr. Rodgers said the sharp rise for 1968/9 was caused by an unusually high proportion of weather cancellations (8.3 per cent compared with an average of 3.2 per cent for the previous three years) and 2 per cent because of an industrial dispute at the Airport.

Trawler safety

Asked for details of the changes proposed to increase the safety of workers at sea and on land in the trawling industry, Mr. Rodgers said a code of Safe Working Practices was published on February 28. Further measures to improve the safety of fishermen on trawlers would be considered in the light of the Report of the Holland-Martin Committee which would be published shortly.

Gatwick Airport

A Member asked what equipment was now available at Gatwick Airport to estimate aircraft approach heights now that the position approach radar equipment had been withdrawn. Mr. Rodgers answered that pilots reported their height as shown by altimeters when Air Traffic Control needed this information. Sample monitoring for noise abatement purposes of adherence to glide-path height would be resumed as soon as the radar equipment now being prepared could be brought into operation. In reply to a further question: What disciplinary action had been taken in respect of the Britannia of Caledonian Airways which violated the regulations concerning low flying when approaching Gatwick Airport at approximately 11.50 a.m. on May 5, Mr. Rodgers said at the time the aircraft was being used for a rare type of competency check which was required by the Board of Trade in the interests of safety. This manoeuvre involved a slightly more shallow angle of approach than 3° and the aircraft was therefore somewhat lower than usual.

'I regret the disturbance caused', said Mr. Rodgers, 'as much pilot training as is practicable takes place at other airports.'

THURSDAY, JUNE 26

Precision approach radar service

A Member asked whether the review of the decision to withdraw precision approach radar service had yet been completed. Mr. Rodgers said: 'In the light of our review so far I have concluded that it would be an additional advantage to secure an independent judgment on the problem. Professor D. W. Holder, FRS, Head of the Department of Engineering Science at the University of Oxford has agreed to undertake an inquiry. He will be assisted by Captain M. H. Barrett who is a Senior Captain in British European Airways and Sir Martin Ryle, FRS, Professor of Radio Astronomy at the University of Cambridge, acting as Assessors. The terms of reference will be: "To examine and recommend whether there is a need to provide Precision Approach Radar to monitor, as a means of reducing the risk of accidents, the flight path of aircraft making instruments landing system approaches."'

Low flying at Gatwick

Replying to a question on how many occasions in the last two years in which there had been violations of the regulations with regard to low flying at Gatwick; and on how many occasions disciplinary action had been taken, Mr. Rodgers said between July 1967 and withdrawal of the PAR in February 1968 monitoring disclosed three infringements. None of these involved circumstances needing formal disciplinary action.

Asked when he expected to publish the report of the inquiry into the Gatwick Airport disaster of January 5, 1969, Mr. Rodgers said: 'This is a complex investigation but the Chief Inspector of Accidents hopes to submit his report before the end of the year, after which it will be published without delay.'

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

THURSDAY, JUNE 18

Chromium ore imports

Lord Brown, Minister of State, Board of Trade, published figures in *Hansard* (col 1097) giving the weight and value of chrome ore imported into the United Kingdom in 1968, and similar figures for 1964.

MONDAY, JUNE 23

Monopolies Commission report on detergents

A Member asked whether Mr. Anthony Crosland, President of the Board of Trade, had completed his review of the arrangements agreed two years ago with Unilever and Proctor and Gamble following the publication of the Monopolies Commission Report on the Supply of Household Detergents. The President said: 'My right hon. Friend, the Member for Battersea, North, informed the House in April 1967 of the arrangements agreed with Unilever and Proctor and Gamble. The main elements in these arrangements were that the two companies undertook that they would make available a range of washing powders at prices 20 per cent less than those of existing products and that they would not raise the prices of any of the products on which the Monopolies Commission had reported for a period of two years. My right hon. Friend announced that the arrangements would be formally reviewed at the end of two years. I have now completed this review.

'The companies have agreed to continue to make available the present range of reduced price washing powders at a price 20 per cent below that of their other products of a similar type. These powders have in total enjoyed over the past two years an average market share of about 20 per cent. The reduced price soap powders have been relatively less successful than the others, but both companies have undertaken that they will not withdraw these brands from the market without prior discussion with my Department. I have in turn informed the companies that I will keep watch on the development of the market, particularly in the light of the progress made by the new enzymatic detergents, and will wish to discuss with them at a future date the possibility of making available reduced price enzymatic detergents.

'I have not asked the companies to renew their undertakings to maintain a price standstill on household detergents. With the exception of small increases to cover increased costs directly attributable to devaluation, the manufacturers' prices of these products have remained unchanged for four years. Proposals for increases in the prices of household detergents will, however, remain subject to notification to my Department under the voluntary early warning arrangements and will be considered against the criteria of the Government's prices and incomes policy. Unilver have notified me in advance of their intention to increase the prices of certain of their household detergents, and I have raised no objection.

'The experience of the past two years has shown that consumers have benefited substantially from the availability of reduced price brands, and I am confident that this benefit will be maintained under the revised arrangements.'

Export records

A Member asked when the Board of Trade, with HM Customs, decided to investigate the recording of exports: and when this investigation was started. Mr. Dell said the decision to carry out a special country-wide investigation was made in spring 1968 and it began at once. It had been possible to quantify the results only in the past few weeks. Mr. Dell

(Continued on next page)

PARLIAMENTARY ANSWERS, *continued*

replied to several other questions on the same subject. He told a Member who asked what was the size of error in the recorded export figures due to traders not making declarations and traders entering carriage, insurance, freight values instead of free on board values, respectively, that the error due to under-recording was probably within the range of 3 to 4 per cent; that due to over-valuation was about 1 per cent. These estimates were still under examination.

Mr. Dell was then asked if the annual figures given in the December issue of the Overseas Trade Accounts of the United Kingdom were subject to the same errors of underestimation as the monthly export figures, and replied that both annual and monthly figures in the Overseas Trade Accounts for 1968 were estimated to have under-stated exports by an amount probably within the range of 2 to 3 per cent. Asked whether the figure giving the likely extent of net under-recording of exports to be included in future issues of the Board of Trade Press Release and the *Board of Trade Journal* was to be given before or after calculations and estimates to arrive at the visible balance had been made, Mr. Dell said the visible trade balance would be estimated in the same way as in the past and was independent of and would not include an allowance for the estimated under-recording of exports.

Industrial development

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, gave information on industrial development in Carlisle, Cumberland, and advance factories in Wales.

TUESDAY, JUNE 24

Rhodesia sanctions

In the course of his statement about the Rhodesian position including the withdrawal of the United Kingdom Residual Mission in Salisbury, and the closing of Rhodesia House in London, Mr. Michael Stewart, the Foreign Secretary, was asked about sanctions. He replied: 'As to action in the Security Council, what is imperatively needed is the rigorous observance of the existing sanctions. Her Majesty's Government have been most careful to observe sanctions and to co-operate fully with the United Nations Supervisory Committee in dealing with any cases of reported evasions of sanctions. We shall press strongly at the Security Council for the resolute observance of the policy which the Council has already laid down.'

Prosecutions under hire purchase orders

Mr. Edmund Dell, Minister of State, Board of Trade, was asked how many prosecutions had been initiated in each six-monthly period over the last four years, arising from offences under the Control of Hiring Order 1964 and the Hire Purchase and Credit Sales Agreements (Control) Order 1964, respectively; and how many were successful. Mr. Dell gave the following information:

	1965		1966		1967		1968	
	Jan. to June	July to Dec.	Jan. to June	July to Dec.	Jan. to June	July to Dec.	Jan. to June	July to Dec.
Hire Purchase Order								
No. of prosecutions initiated	4	4	3	4	4	2	3	2
Of which:								
Resulted in convictions	4	3	2	4	3	2	2	2
Hiring Order								
No. of prosecutions initiated	1	2	1	3	1	1	1	1
Of which:								
Resulted in convictions	1	2	1	3	1	1	1	1

Six cases, all resulting in convictions, involving offences under both sets of Orders are included in both tables.

WEDNESDAY, JUNE 25

Under-recording of export figures

Answering a number of questions on inaccurate figures of British exports during the past five years Mr. Dell said 'I have already had an inquiry carried out. The inaccuracy was caused by the failure of some exporters and export agents to declare exports to the Customs, who collect and compile statistics from these declarations. The error as a proportion of total exports is small and has developed over a period. The under-recording was difficult to establish, and only after an extensive and systematic inquiry could the error be estimated and made public. A comprehensive checking of declarations against manifests is being instituted, steps are being taken to obtain more complete compliance by exporters with the statutory requirements for documentation, and consideration is being given to what else may usefully be done to ensure full recording.

'I trust that official statistics are free from major errors. In many instances, however, their exactness depends upon the accuracy and completeness of information supplied by industry, and often it is impossible to make a cross check on its quality.

'I am considering the possibility of publishing corrected figures.'

Answering a Member who asked to what extent there had been an underestimating of the value of British exports in the last few years; and what steps were being taken to ensure the provision of more accurate statistics, Mr. Dell referred him to the note on page 1686 of the *Board of Trade Journal* of June 18 giving an account of the under-recording and explaining that a comprehensive checking of export declarations is to be instituted.

Mr. Dell told a Member who asked if he was satisfied with the accuracy of the returns made to him of British exports; and what machinery existed to check their authenticity, that the compilation of the export trade figures had always been subject to numerous control procedures. In the light of the results of the recent investigation, however, checking was being intensified to eliminate under-recording as quickly as practicable.

Answering a question on representations from the British Steel Corporation as to the accuracy of the balance of payments export figures during the last five years; and what replies were given. Mr. Dell said a number of queries relating to the recording of individual shipments had been received. These revealed a few instances of misrecording and a few others of omission from the export statistics. In addition some data were received which suggested that the total of steel exports might have been under-recorded. These representations were factors in the decision to carry out a systematic investigation of the documentation of export trade.

A small number of relatively minor queries about export statistics for specific commodities have been received from the chemical industry since 1966. Records of queries before 1966 are not available.

Greek tobacco

Replying to a Member who asked if the prospective sale of a nuclear reactor to Greece was unconditionally attached to the sale of Greek tobacco to this country, Mrs. Dunwoody said the Protocol signed in April provided for the simultaneous negotiation of separate though parallel contracts. This reactor appeared ideally suited to Greek requirements. It was therefore to be hoped that a way could be found to complete the sale of the nuclear power station.

Norway pout

A member asked what the comparable rate of levy and dues payable on Norway pout landed in the United Kingdom compared to that landed in Denmark on the basis of information available from international sources. Mr. Dell replied that in the United Kingdom, the White Fish Authority imposes a levy of 1d. per stone landed and harbour dues vary from port to port, generally ranging from 3d. to 6d. in the £ on the landed value of the fish. In response to an application from the Association of Fish Meal Manufacturers, an Order would be laid before the House on June 27 suspending the 10 per cent import duty on Norway pout landed by foreign vessels for six months from July 3.

In Denmark, there was no levy and no import duty on Norway pout, but direct landings by foreign vessels were normally prohibited.

THURSDAY, JUNE 26

Research levies

Mr. Dell was asked how many industries at present were paying levies to finance research activities under orders made under section 9 of the Industrial Organization and Development Act 1947; and which they were. He said three industries were at present paying levies to finance research activities under Orders made under section 9 of the Industrial Organization and Development Act 1947. They were: the Cutlery and Stainless Steel Flatware Industry; the Iron Casting Industry; and the Wool Textile Industry.

EXPORT HANDBOOKS

The Board of Trade has issued four Export Handbooks—'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organization for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), Board of Trade, 1 Victoria Street, London, S.W.1.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

New Books

Selling to North American Stores, by Ann Roush. (153 pages. Published for the British National Export Council by Routledge & Kegan Paul. £2 10s.) The United States and Canada are the richest and most rapidly expanding markets in the world. The author, who has had ten years of experience as an American advertising and marketing expert, describes the retail situation in North America. She examines a few large department and speciality stores, showing how they differ from British stores; and describes the type of British consumer goods wanted by North American stores, the methods of buying used by these stores, and their reactions to British selling. *Selling to North American Stores* also contains an account of some of the other important types of North American retailing, such as the giant chains, mail order, discount houses and shopping centres. It describes North American advertising, marketing and promotion, as well as the London Buying Offices. Case histories of twelve successful British export companies are also included. Finally, the book gives a useful check list of expert services available to the new exporter.

States of the Arabian Gulf: a Survey for Businessmen. (35 pages. London Chamber of Commerce, 69 Cannon Street, London EC4. 20s.) This selling mission, led by Sir Edwin Chapman-Andrews, was the third to the Southern States of the Arabian Gulf arranged by the London Chamber of Commerce. Earlier missions visited the area in 1963 and 1967. The present mission was organized in close cooperation with the British Export Houses Association. The mission arrived in Dubai on January 25, 1969, and after visiting some of the Northern Trucial States, moved on successively to Abu Dhabi, Qatar and Bahrain, completing its visit on February 10, 1969. Whilst recognizing the social and economic progress already achieved, the mission was much impressed by the rapid tempo of further development and trade expansion, even in the smaller States not immediately enjoying the benefit of their own oil production. There exists in this area a remarkable market for all classes of goods, both capital and consumer, which the industrial nations of the world are vying with one another to supply. The size of the population in these States is not very large, but capital goods projects of considerable size and variety are included in the development plans for this area. These States can, in many ways, be regarded as a single market; for this reason, the mission has come to some general conclusions which are dealt with in the main body of the report as important market selling points. Nevertheless, each State has its own special characteristics which must not be overlooked, particularly in the selection of local agents, and these are covered in separate area reports. Some useful appendices are included in this report.

The drive to increase British exports has led to the publication of market guides to various countries. **BEA Market Guide** (192 pages. Queen Annes Press in association with European Airways. £3 3s.) is the most recent of these guides. Compiled from the latest information available in the United Kingdom (principally from the Board of Trade, the commercial banks, EEC and BNEC) this guide provides in a very concise form, economic and marketing data on each West European country, as well as Israel, Lebanon and Turkey. A supplementary volume covering the East European countries will be published later in the year. *BEA Market Guide* contains information on price indexes, production, external trade and balance of payments; labour and financial statistics and population figures are also included. It lists the principal national dailies and financial journals for each country and the organizations which advise visitors. A more comprehensive guide to one European market is a **Guide to Belgian Market.** Belgian Distribution Committee. (191 pages. Available from Belgian Foreign Trade Office, 4 Galerie Revenstein, Brussels 1.) It contains the data and statistics which are necessary for an elementary understanding of the Belgian market. The first part covers the country and its economy, and describes all aspects of the Belgian economy, including economic and financial policy, foreign trade, balance of payments, some Government regulations, and transport and communications. The rest of the book describes the Belgian market and contains all the information required by businessmen. It describes briefly prices, employment, income tax, consumers' buying power and factors which affect competition. Production and trade figures for each industrial sector are given in considerable detail. Distribution and factors which affect distribution (e.g. advertising) are described and statistics on the wholesale and retail trades and the advertising business are also included. Organizations concerned with trade such as trade associations and chambers of commerce are listed, as well as the principal dailies in Belgium and Luxembourg. Each chapter of the guide contains a useful bibliography which includes periodical articles.

U.K. Chemical Industry Statistics Hand Book. (125 pages. Chemical Industries Association Ltd., Alembic House, 93 Albert Embankment, London SE1. 21s. to non-members; 15s. 6d. to members.) This handbook has been prepared by the Economics and Statistics Committee of the CIA to meet the need for a reference book of statistics about the United Kingdom chemical industry. It is intended primarily for frequent users of such statistics within member companies, but it should be valuable to a much wider audience. In the past, commentators on the industry have had to draw their statistical information from widely scattered sources. The handbook brings these sources together in a convenient form. It is divided into six parts. Parts 1-4 contain information on the major economic indicators of the United Kingdom chemical industry, including production, number of employees, capital investment, exports, imports and price indices; production and sales within the various sectors of the United Kingdom chemical industry; production and consumption of fuel, energy and certain raw materials; and manpower in the industry. Part 5 presents statistics comparing the chemical industry with other major manufacturing industries in the United Kingdom, and Part 6 deals with the comparison between the chemical industries of different countries. In the appendices, the definition of the industry is set out on the basis of the Standard Industrial Classification and of the Standard International Trade Classification; a summary of primary sources of official statistics is listed; and graphs are included of important economic indicators over the last decade. A subject index assists the location of figures in the 106 pages of tabulation and graphs.

Nineteen sixty-eight – Human Rights Year – brought a revival of interest in the problems of women at work that could, if it were to be sustained and translated into action, make the early 1970's years of real progress in reducing the sex discrimination that continues to be exercised in the labour market. **Women at Work,** by Pauline Pinder. *PEP Broadsheet 512.* (654 pages. Research Publications, 11 Nelson Road, Greenwich, London SE10. 10s.) looks at women workers' current progress towards achieving equality of pay and opportunity with men. It outlines the government's attitude to equal pay and the International Labour Organization's conventions relating to equal pay and opportunity for women are described and the problems of definition discussed. The experience of the countries of the European Economic Community is briefly summarized. The main body of the report is, however, concerned with two topics. The first is a broad survey of the type of employment undertaken by women and the opportunities that are open to them in both the public and private sectors. The second part of the report surveys the two principal groups that are pressing for change: the trade unions and the women's organizations and professional associations. The author's conclusion is that the removal of discrimination will be a complicated process. Formal discrimination between men and women workers can be removed by legislation, for example by a revision of the Factory Acts. In addition, the author calls for effective action on the part of the three principal agencies, which can change the position of women at work: the government, the trade unions and the employers. But equality of pay and opportunity cannot be effectively achieved, without a change in the traditional social attitudes towards women workers, which will amongst other things entail major changes in the social welfare, tax, and educational systems.

Management Systems for the Hotel, Catering and Allied Industries, by David A. Fearn. (242 pages. Business Books. £4 4s.) The purpose of this book is to outline management techniques and thinking used in today's highly organized and sophisticated industries, and to indicate how and where they are pertinent to the hotel and catering industry.

In order to celebrate its golden jubilee, the Committee of Directors of Research Associations has just issued a special booklet, which has been designed on the lines of its quarterly publication. **Radius: The Journal of the Research Associations.** (24 pages. Available free from the Committee of Directors of Research Associations, 24 Buckingham Gate, London SW1) contains information on some of the outstanding achievements by individual members of the co-operative research association movement.

Guidebook to Man-Made Textile Fibres and Textured Yarns of the World: Film-to-Yarn, Non-wovens, by Adeline A. Dembeck. 3rd edition. (343 pages. The United Piece Dye Works, 111 West 40th Street, New York, New York 10018. $10.00; by post $11.00.) This useful reference book has been considerably revised and extended since the 2nd edition was issued in 1964. It again provides details of trade marks in alphabetical order, in generic groupings, by source; and the groupings within the textured yarn category, texturing methods, licensed texturing processes and producer-textured yarns. The alphabetical listing of source companies giving names, addresses, affiliations and trade marks reappears in this addition. Several new sections have been added, including information on film-to-yarn technology, non-woven fabric techniques, sources of texturing yarn equipment and a list of associations. Readers may also care to note a United Kingdom Directory covering the same industry. This is the *Index to Man-Made Fibres of the World.* 3rd edition 1967. Man-Made Textiles (186 pages. Harlequin Press (1955) Ltd., Old Colony House, South King Street, Manchester 2. 25s.) A new edition is to be published in September, pre-publication price 30s.; publication price 35s.

Government surplus sales by auction

MINISTRY OF DEFENCE

1969	**Stores**	**Location**	**Auctioneers**
July 9	**Miscellaneous stores**	**County Hall, Botchergate, Carlisle**	**Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle. (Tel. 26292.)**

Aircraft instruments and spares including auto-pilot gyro units, signal generators, selector units, fuel tanks; telephone sets and equipment; signalling units; recording equipment; teleprinter paper; radio receivers; power units Type 814; oscilloscopes; electronic valves; electrical equipment; aircraft clocks; stop and pocket watches; binoculars; micrometers; wheeled hand trolleys; priming paint, distemper, varnish and protective lacquer; machine tools including portable electric drills; rivetters; pneumatic drills; electric portable jigsaws; refacing machines; Morrisflex flexible drives; bench grinders; portable sanding machine, etc.

July 22 to 24	**Miscellaneous stores**	**The Lido Ballroom, Winchester, Hants.**	**Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211.)**

Miscellaneous wireless valves and wireless equipment; portable water pumps; generating sets; electric motors and blowers; ventilating fans; Omega, Le Coultre and Longine wrist watches; pocket watches; prismatic binoculars; telescopes; bulk liquid containers; fibre glass containers; wooden boxes; air compressors; 19RB conversion sets; photographic equipment; steel drums; machines tools including vertical and radial drills; lining and grinding machines; centre lathes; shapers; presses; woodworking band saws, planes and lathes; circular saws; bench, tool and surface grinders; engravers; coil winding machines; spot welder, etc.; clothing; furniture; textiles and miscellaneous stores.

July 30	**Miscellaneous stores**	**Auctioneers' Premises**	**Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. 69292.)**

Plant and machinery; tin plate boxes and containers; motor generators; electronic valves; miscellaneous wireless, radar and electronic equipment; vehicle spares; clothing; textiles; large assortment of miscellaneous stores and equipment.

August 5 and 6	**Miscellaneous stores and equipment**	**Central Ordnance Depot, Bicester, Oxon.**	**Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 2073.)**

Perkins P4 and P6 machine and engine spares; Parker and Winget concrete mixers; Warsop power packs; air pump compressors; storehouse trucks; centrifugal pumps; paint sprayers; fork lift trucks; 5-ton portable runways; zinc sheets; miscellaneous machine spares; motor vehicle spares; mule and horse shoes; 15 cwt. platform hoists; miscellaneous caterpillar and tractor spares; electronic valves; electrical copper wire; electrical equipment and spares; wireless, radar and electronic equipment; cap badges (various); tyres and inner tubes; scrap rubber; scrap textiles; cotton shirts; officers' coats; cotton jackets and trousers; footless stockings; men's white drawers; men's raincoats and greatcoats; poplin, twill and cotton cloth; white and black ribbon and cotton; No. 1 dress trousers; battle dress trousers and blouses; large assortment of miscellaneous stores and equipment.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1969	Description of Goods	Location	Auctioneers
July 8	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

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Appointments to the British Film Fund Agency

THE BOARD OF TRADE announce the appointment, for a period of 12 months ending on June 30, 1970, of Mr. S. J. Campling as chairman, and of Mr. K. D. Cole and Mr. A. G. H. Marks as members of the British Film Fund Agency.

The British Film Fund Agency distributes to the makers of British films the proceeds of a levy on exhibitors' takings at the cinema box offices, in accordance with regulations made by the Board of Trade under the Cinematograph Films Act, 1957.

Notes:

The appointments are for one year only (instead of the customary three-year period), pending Government decisions on future films policy and Parliamentary approval of any necessary legislation.

The present chairman of the BFFA, Sir Richard Yeabsley, has resigned.

Mr. S. J. Campling has been a member of the Agency since 1959; and Mr. Cole since the establishment of the Agency in 1957.

Mr. A. G. H. Marks is a partner in the firm of Hesketh, Hardy and Hirshfield & Co., Chartered Accountants.

Statistics

Symbols used in all statistical tables are:—

.. not available	r revised
– nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1958	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,796		21,788	20,195	20,195	11,372	4,917	1,055	1,020	944	1,752	Series in £ million			
1964	105	128	107	107	103	..	116	113	119	124	113	665	411	91	50
1965	108	132	115	114	105	..	121	124	118	127	119	418	262	49	45
1966	110	133	121	120	107	100	124	128	113	128	125	247	147	19	6
1967	111	133	125	126	109	101	132	124	121	138	143	155	–39	10	11
1968	114	139	133	134	112	104	137	125	134	147	143	191	–47	75	95
1967															
1st quarter	112	132	122	123	107	100	129	124	118	133	138	84	26	–2	15
2nd quarter	111	133	124	124	108	100	135	131	127	139	141	43	–10	1	15
3rd quarter	111	133	127	126	110	102	134	122	120	143	147	–40	–25	–10	–21
4th quarter	111	135	128	129	112	104	132	120	119	139	146	68	–30	22	2
1968															
1st quarter	114	137	131	134	115	105	137	120	131	145	149	–68	–100	5	49
2nd quarter	112	138	133	130	108	102	134	120	125	150	141	65	24	22	1
3rd quarter	114	140	134	134	111	103	136	125	134	147	139	42	7	10	5
4th quarter	117	142	135	137	113	104	141	134	146	144	142	152	23	38	40
1969															
1st quarter		141				102		119 p	130 p				121 p	–19 p	13
1969															
January		141				104									
February		141				101									
March		141				102									
April		141 p				104									
May						103									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries; orders on hand (end period)	Textiles and clothing industries orders on hand (end period)	Retail price Index		Wholesale price index; non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1958 prices		Index†	% increase on year earlier	Basic materials and fuel used +	Manufactured products: home sales†		Mid-month or monthly average		Quarterly or quarterly average	At current prices		
Base of index	Dec. 1958	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	series in £ million
£m. in base year								Series in thousands			4,983	4,211	
1964	162	124	107·0	*3·3*	103·9	101·9	148·6	361	221	24,567	114	105	–399
1965	165	121	112·1	*4·8*	106·8	104·6	157·9	309	265	24,784	115	112	– 91
1966	154	105	116·5	*3·9*	110·2	107·3	168·5	325	254	24,834	119	120	5
1967	143	114	119·4	*2·5*	108·4	108·2	175·3	515	175	24,475	129	119	–399
1968	143	129	125·0	*4·7*	120·5	112·4	187·3	543	189		159	147	–419
1967													
2nd quarter	148	104	119·6	*2·6*	105·1	107·3	172·8	508	168	24,495	128	122	–107
3rd quarter	146	105	119·0	*1·7*	107·1	108·4	177·3	555	163	24,502	125	120	– 21
4th quarter	143	114	120·4	*2·1*	114·5	109·2	179·7	538	182	24,395	137	109	–290
1968													
1st quarter	142	117	122·1	*3·0*	122·9	111·4	184·8	511	184	24,362	156	142	–135
2nd quarter	138	125	125·0	*4·5*	119·5	112·5	185·8	550	180	24,313	155	139	–134
3rd quarter	138	129	125·7	*5·6*	119·3	112·8	187·7	580	182	24,293	161	151	– 73
4th quarter	143	129	127·2	*5·6*	120·4	113·1	191·0	533	210		163	135	– 77
1969													
1st quarter	151	134 p	129·7	*6·2*	122·3	114·1	194·6	499	206		162	154	– 20
2nd quarter								527 p	195 p				
1969													
January	146	130 p	129·1	*6·2*	122·0	113·7	194·2	506	208		156	159	
February	149	133 p	129·8	*6·2*	122·3	114·1	194·7	487	208		158	149	
March	151	134 p	130·3	*6·3*	122·7	114·4	195·0	504	203		163	155	
April	153 p	134 p	131·7	*5·5*	123·7 p	114·6 p	195·1	519	199		166	154	
May			131·5	*5·3*	123·9 p	114·8 p	195·4	518	196		166	161	
June								544 p	191 p			162	

† Not seasonally adjusted.

Orders, deliveries, production and exports in the engineering industries in April

THE MINISTRY of Technology report that first estimates for April show that production in the mechanical and electrical engineering industrias rose above the revised figures for the first quarter making the average for the current three months 2 per cent higher than the preceding three months. In the first quarter of 1969 mechanical engineering output remained at the same level as for the fourth quarter of 1968 but electrical engineering fell slightly. The picture presented by the first four months figures suggest that the industry is maintaining the level of output achieved at the end of 1968 but making no further progress as yet.

In the wider group of engineering industries (order VI and part of order VIII) the preliminary seasonally adjusted figures for total deliveries show a similar picture except that there is a slight rise above the 1968 level. The rise in export deliveries for the first four months of 1969 is quite substantial. Although the April figure for home deliveries is considerably higher than the level of preceding months there is little improvement over the 1968 level when considering the first four months of 1969 as a whole.

Net new export orders remained above deliveries and in consequence export orders on hand rose again between March and April. A similar picture can be seen of advancing order books for the home market although at a slower rate and the net new order figures for the last three months show a 4 per cent drop compared with the preceding period.

Description of the statistics

The volume indices of production and orders on hand in Table 1 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries gives in Tables 2 and 3 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net new orders series, and in this case the figures shown against the month in Table 2 are three months centred moving averages of the seasonally adjusted figures, e.g. the figures shown against March are the averages of the seasonally adjusted figures for February, March and April.

Mr. E. A. J. Fergusson, HM Consul (Commercial), New York (extreme right) and Mr. K. G. Roost, Senior Export Officer, Board of Trade, Midland Region (extreme left) recently visited some factories in the Guest, Keen and Nettlefolds Ltd. Group. The picture was taken at the factory of GKN Screws & Fasteners Ltd., Smethwick, where they are with Mr. R. G. Horton, manager of the Heath Street Mill and Mrs. N. Millington, trade union official, and shop steward of the Nut, Bolt and Rivet Trade Society.

Mr. Adrian K. Fisher (right), managing director of Kingfiher (Lubrication) Limited, the Leeds manufacturers of lubrication equipment, and Mr. Eric Schubart of the Atco Corporation of Cincinnati, United States, Kingfisher's American agents, watching the dispatch of Kingfisher's 'biggest ever' export consignment. The consignment is made up of two million grease nipples valued at over £10,000.

Table 1. Engineering and electrical goods (SIC Order VI)
Index numbers of the volume of production orders on hand and exports

	Production seasonally adjusted			Orders on hand (end period)§ seasonally adjusted			Export‖
	Total 1958 = 100	Mechanical engineering†	Electrical engineering‡	Total December 1958 (unadjusted) = 100	Home	Export	1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	131	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	166	165	168	111
1966	152	149	157	156	156	154	116
1967	153	150	160	146	139	167	113
1968	157	151	169	146	135	183	126
1966 1st quarter	151	148	158	166	164	169	120
2nd quarter	150	146	157	162	162	163	113
3rd quarter	152	150	157	160	160	160	110
4th quarter	155	153	157	156	156	154	125
1967 1st quarter	153	149	159	151	151	153	123
2nd quarter	154	152	159	150	147	162	123
3rd quarter	152	149	159	148	143	165	103
4th quarter	154	149	162	146	139	167	102
1968 1st quarter	154	147	166	146	137	174	132
2nd quarter	157	150	171	141	132	170	128
3rd quarter	158	151	172	141	129	177	116
4th quarter	160	157	165	146	135	183	127
1969 1st quarter	159	157	164	155	138	206	126
1967 July	154	150	160	150	146	161	
August	152	149	159	148	144	163	
September	151	147	158	148	143	165	
October	152	147	159	147	141	166	
November	153	149	162	146	140	166	
December	156	151	164	146	139	167	
1968 January	154	148	166	146	140	168	
February	154	147	165	146	139	168	
March	154	146	169	146	137	174	
April	155	147	167	146	137	174	
May	156	149	169	143	134	172	
June	161	152	175	141	132	170	
July	158	150	170	141	132	171	
August	160	152	173	142	131	175	
September	158	150	172	141	129	177	
October	158	155	163	142	131	179	
November	162	159	167	145	133	181	
December	159	156	165	146	135	183	
1969 January	156	154	159	149	137	189	
February	162	159	166	153	138	199	
March	161	158	168	155	138	206	
April p	163	..	..	157	140	210	
Average:							
Latest 3 months shown	162	157	164	157	140	210	
Previous 3 months shown	159	157	165	149	137	189	
Persentage ncrease ¶	*2*	–	*1*	*5*	*2*	*11*	

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† Covers Minimum List Headings 331 to 352 of the S.I.C. including scientific, surgical and photographic instruments, etc., and watches and clocks.
‡ Covers Minimum List Headings 361 to 369 of the S.I.C.
§ Index of the total value at constant (average 1958) prices of orders held in these industries.
‖ Quarter index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.
¶ In the case of orders on hand the percentage increases compare the level at the end of the latest month shown with the corresponding level three months earlier.

(*Continued on next page*)

ENGINEERING INDUSTRIES IN APRIL, *continued*

**Table 2. Engineering industries (Order VI and part Order VIII) (†)
Index numbers of the volumes of orders and deliveries (‡) Unadjusted**

	Total			Home			Export		
	Orders on hand (end period)	Net new orders‡	Deliveries‡	Orders on hand (end period)	Net new orders‡	Deliveries‡	Orders on hand (end period)	Net new orders‡	Deliveries‡
	Deliveries 1958 = 100	Average 1958 deliveries = 100		D[illegible] 19[illegible]	Average 1958 deliveries = 100		Deliveries 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	141	117	123	115	119	112	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1966	152	143	150	152	142	148	154	145	156
1967	141	144	151	134	141	152	162	155	150
1968	141	157	157	129	152	155	179	172	162
1966 1st quarter	164	157	154	162	158	153	170	153	158
2nd quarter	161	138	147	161	142	146	163	129	148
3rd quarter	159	135	141	158	132	140	161	142	145
4th quarter	152	142	159	152	136	154	154	156	173
1967 1st quarter	149	144	152	149	142	149	151	150	158
2nd quarter	148	151	154	145	145	155	157	167	151
3rd quarter	146	137	141	141	134	143	163	148	135
4th quarter	141	146	159	134	143	161	162	153	154
1968 1st quarter	142	162	158	134	156	156	168	177	164
2nd quarter	138	146	157	129	144	156	164	152	160
3rd quarter	139	150	148	127	141	146	173	174	153
4th quarter	141	172	166	129	168	163	179	185	172
1969 1st quarter	151	191	167	135	177	162	200	234	182
1967 July	147	141	146	144	145	149	156	129	137
August	147	122	123	143	112	123	160	152	123
September	146	149	153	141	145	156	163	162	146
October	145	140	148	139	142	155	164	137	126
November	144	145	156	137	145	160	164	147	146
December	141	152	173	134	143	167	162	176	191
1968 January	142	152	142	135	153	143	163	147	140
February	143	159	156	136	157	153	163	162	166
March	142	175	176	134	159	173	168	221	185
April	142	144	147	134	145	144	166	143	155
May	140	147	160	132	140	160	167	168	162
June	138	146	164	129	146	164	164	146	163
July	138	154	151	130	155	152	165	152	146
August	139	140	134	129	125	131	171	185	141
September	139	155	158	127	144	154	173	185	171
October	140	168	157	128	164	157	177	180	156
November	142	174	166	129	170	164	179	186	172
December	141	173	174	129	169	169	179	187	189
1969 January	145	185	155	132	173	150	185	218	172
February	149	192	165	134	172	159	194	250	182
March	151	198	182	135	185	178	200	236	193
April p	153	167	155	136	163	152	202	177	163

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† See footnotes (†) and (‡) to Table 3.
‡ Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

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Table 3. Engineering industries (Order VI and part VIII) (†)
Index numbers of the volume of orders and deliveries (†) Seasonally adjusted

	Total			Home			Export		
	Orders on hand (end period)	Net new orders§	Deliveries	Orders on hand (end period)	Net new orders§	Deliveries	Orders on hand (end period)	Net new orders§	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) =100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	102	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	163	145	143	171	146	142
1966	154	144	150	154	142	148	154	145	156
1967	143	151	151	137	141	152	162	155	150
1968	143	157	157	132	152	155	179	172	162
1966 1st quarter	164	145	148	162	144	147	170	149	150
2nd quarter	161	140	149	160	142	147	164	136	152
3rd quarter	158	144	152	158	143	150	161	148	157
4th quarter	154	141	153	154	139	149	154	147	164
1967 1st quarter	149	138	151	148	134	149	151	149	156
2nd quarter	148	147	151	144	141	151	158	167	150
3rd quarter	146	146	151	140	143	153	162	162	146
4th quarter	143	146	153	137	146	155	162	146	146
1968 1st quarter	142	151	152	134	144	151	168	170	156
2nd quarter	138	148	159	129	144	157	165	158	165
3rd quarter	138	158	159	127	149	157	173	183	165
4th quarter	143	173	159	132	172	157	179	177	163
1969 1st quarter	151	180	161	135	164	157	201	227	174
1967 July	147	145	152	143	140	154	158	158	147
August	146	146	149	141	143	151	161	156	144
September	146	143	151	140	141	153	162	147	147
October	145	143	145	139	144	152	162	140	123
November	144	146	150	138	146	154	162	146	139
December	143	150	162	137	149	158	162	152	177
1968 January	143	151	146	137	149	148	162	158	142
February	143	151	153	136	144	152	162	170	156
March	142	153	157	134	145	153	168	174	168
April	142	149	157	134	140	155	167	175	163
May	140	148	155	131	144	153	167	158	160
June	138	150	165	129	145	163	165	164	170
July	138	156	157	129	150	157	168	174	156
August	139	158	155	128	149	154	172	183	158
September	138	160	164	127	153	158	173	181	181
October	140	166	153	128	162	154	175	177	152
November	141	173	160	130	172	159	177	177	163
December	143	177	163	132	172	159	179	193	175
1969 January	146	180	160	134	169	154	184	214	175
February	149	180	162	134	154	158	193	227	171
March	151	180	162	135	160	157	201	220	175
April p	153	..	166	136	..	164	203	..	172
Average:									
Latest 3 months	153	180	163	136	166	160	203	220	173
Previous 3 months	146	177	161	134	172	157	184	193	171
Persentage increase ‖	*+5*	*+1*	*+1*	*+2*	*−4*	*+2*	*+11*	*+14*	*+1*

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† Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (Part S.I.C Order VIII).

‡ At constant (average 1958) prices.

§ The figures shown against the months are three months centred moving averages.

‖ In the case of orders on hand the percentage increases compare the level at the end of the latest month shown with the corresponding level three months earlier.

SHIPPING MOVEMENT AT UNITED KINGDOM PORTS

Foreign and coasting trade movement during February 1969

THE TOTAL NET TONNAGE of vessels in the foreign trade entering and clearing with cargo at United Kingdom ports during February 1969 amounted to 13,676 net registered tons; this was less than one per cent more than the tonnage for February 1968. Commonwealth vessels accounted for 6,014 thousand n.r.t.

During the first two months of the year, the total net tonnage of entrances and clearances with cargo amounted to 29,133 thousand n.r.t. an increase of 3.8 per cent over this same period for 1968. Vessels of foreign flags accounted for 57 per cent of this tonnage.

In the coasting trade the total net tonnage of arrivals and departures with cargo during February 1969 showed a decrease of 1.6 per cent compared with 1968, and during the first two months of the year there was a 1.9 per cent increase over the previous year.

Note: net registered tons (n.r.t.)

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions:

1. The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

2. Cargo figures relate to vessels which load or unload merchandise, bullion, specie, or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

3. Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

4. Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingom, are recorded as entered and cleared at one port only, but as arrived and departed at each subsequent port of call.

Table 1. Shipping movement in the foreign trade at United Kingdom ports

Foreign Trade		Entered					Cleared				
			Thousand Net Tons					Thousand Net Tons			
		Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign
With cargo:	February 1968	5,796	8,853	3,243	204	5,406	4,622	4,742	2,184	117	2,441
	February 1969	5,387	9,111	3,594	215	5,302	4,188	4,565	2,095	110	2,360
	January–February 1968	11,748	18,508	6,903	329	11,276	9,111	9,557	4,377	210	4,970
	January–February 1969	11,396	19,311	7,254	457	11,600	8,968	9,822	4,538	267	5,017
In ballast:	February 1968	1,119	1,374	525	51	798	2,635	5,996	1,700	143	4,153
	February 1969	1,138	1,680	603	71	1,006	2,340	5,718	1,923	154	3,641
	January–February 1968	2,226	3,045	1,270	95	1,680	5,108	11,904	3,514	190	8,200
	January–February 1969	2,422	3,565	1,350	124	2,091	5,153	12,434	3,724	290	8,420

(†) Includes Irish Republic and South Africa.

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Table 2. Foreign trade entrances and clearances with cargo

Nationality of Vessels	Entered				Cleared			
	February		January–February		February		January–February	
	1968	1969	1968	1969	1968	1969	1968	1969
	Numbers of Vessels							
United Kingdom	1,587	1,575	3,223	3,302	1,387	1,350	2,754	2,880
Other Commonwealth†	141	118	268	292	123	103	237	238
Foreign	4,068	3,694	8,257	7,802	3,112	2,735	6,120	5,850
Total	5,796	5,387	11,748	11,396	4,622	4,188	9,111	8,968
	Thousand net tons							
Commonwealth								
Registered in United Kingdom	3,243	3,594	6,903	7,254	2,184	2,095	4,377	4,538
Registered in Canada	—	—	—	—	—	—	—	—
Registered in other countries†	204	215	329	457	117	110	210	267
Total	3,447	3,809	7,232	7,711	2,301	2,205	4,587	4,805
Foreign:								
Soviet	85	112	180	271	50	25	70	55
Finnish	110	95	210	186	36	26	78	68
Swedish	503	324	962	776	238	207	461	379
Norwegian	1,064	947	2,086	2,346	444	364	929	801
Danish	237	227	519	504	168	171	385	370
Polish	17	27	57	55	14	11	25	28
German (Federal Republic)	482	588	988	1,071	331	278	631	599
Dutch	505	525	1,276	1,318	390	393	761	887
Belgian	201	176	413	347	127	165	253	327
French	259	301	522	666	179	160	382	352
Spanish	54	61	137	124	62	54	123	123
Italian	174	150	314	291	51	24	78	57
Yugoslav	11	8	22	29	2	4	14	8
Greek	147	197	392	443	63	61	131	124
United States of America	129	60	349	157	77	65	231	158
Panamanian	170	218	330	411	62	133	122	176
Liberian	1,040	1,031	1,995	2,062	51	110	128	291
Other	218	255	525	543	96	109	167	214
Total	5,406	5,302	11,276	11,600	2,441	2,360	4,970	5,017
GRAND TOTAL	8,853	9,111	18,508	19,311	4,742	4,565	9,557	9,822
Trading Areas:								
Irish Republic	297	362	610	789	330	251	651	641
Northern Europe (Foreign)	2,392	2,742	5,394	5,571	2,024	2,104	4,050	4,475
Europe (Atlantic) and Western Mediterranean Countries	1,240	1,089	2,552	2,423	799	738	1,581	1,609
Central and Eastern Mediterranean Countries	950	1,017	1,850	2,185	199	175	355	339
West and South Africa	422	500	810	1,122	198	235	399	476
East Africa, Persian Gulf, India	1,618	1,791	3,268	3,801	173	207	402	455
Eastern Asia and Islands in the Pacific	201	217	433	431	172	154	343	315
Australasia	241	239	468	499	179	123	329	306
North America (Atlantic Coast)	576	395	1,276	898	450	372	919	772
West Indies and Central America (Atlantic Coast)	630	545	1,288	1,130	111	98	297	194
South America (Atlantic Coast)	131	135	238	287	53	72	96	132
South and Central America (Pacific Coast)	16	21	41	35	18	15	38	35
North America (Pacific Coast)	128	52	258	127	31	18	81	63
Other Areas	11	6	23	13	5	3	16	10
Total Commonwealth	1,861	1,991	3,870	4,802	980	806	1,934	1,840
Total Foreign	6,992	7,120	14,638	14,509	3,762	3,759	7,623	7,982
TOTAL	8,853	9,111	18,508	19,311	4,742	4,565	9,557	9,822

† Includes Irish Republic and South Africa.

(*Continued on next page*)

Robert Hough

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Table 3. Foreign trade arrivals and departures at principal ports – January-February 1969

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1968	1969		1968	1969		1968	1969		1968	1969	
	Thous net tons	Thous net tons	Number of vessels	Thous net tons	Thous net tons	Number of vessels	Thous net tons	Thous net tons	Number of vessels	Thous net tons	Thous net tons	Number of vessels
Bristol	611	490	267	624	495	278	85	51	76	585	506	264
Cardiff	281	200	99	334	239	125	107	61	29	352	276	123
Dover	903	1,016	864	1,173	1,264	1,077	856	972	783	1,170	1,262	1,066
Felixstowe	296	364	331	303	384	362	241	323	311	278	363	347
Folkestone	83	70	56	87	79	64	81	66	53	89	79	64
Grimsby	603	754	377	662	880	450	222	328	263	648	877	474
Harwich	861	1,211	665	877	1,243	700	902	1,225	693	921	1,241	704
Holyhead	217	218	207	218	220	212	226	122	109	229	125	117
Hull	862	793	744	934	844	783	483	443	450	852	790	724
Lancaster	38	—	—	41	5	22	6	4	16	6	4	16
Liverpool	2,009	1,782	730	2,288	2,074	834	857	740	456	2,411	2,047	793
London	5,303	4,892	2,285	6,230	6,131	2,745	2,226	1,988	1,426	5,778	5,615	2,799
Manchester	1,011	962	507	1,079	1,015	581	245	247	302	957	918	520
Middlesbrough	473	939	269	604	1,122	376	311	267	259	688	1,104	371
Milford Haven	1,041	1,966	104	1,263	2,434	234	403	424	71	982	2,360	179
Newhaven	78	87	120	79	88	121	73	84	103	79	89	121
Newport	198	247	121	267	270	138	144	69	100	356	243	138
Plymouth	56	38	78	89	75	141	38	25	77	84	87	158
Port Talbot	163	160	102	178	171	129	31	30	63	170	169	125
Southampton	2,200	1,906	428	2,515	2,229	571	957	834	348	2,335	2,175	511
Swansea	154	79	59	319	204	149	344	305	246	888	338	259
Tyne Ports	332	284	218	462	360	261	163	146	136	492	459	278
Glasgow	568	477	187	641	589	224	309	276	107	654	587	208
Grangemouth	268	223	194	318	297	241	194	319	297	305	399	370
Greenock	318	247	22	339	353	45	3	9	6	317	516	53
Leith	110	111	172	112	388	227	39	367	263	94	432	336
Belfast	375	441	246	387	461	274	61	57	85	385	362	204
Other Ports	1,527	1,153	2,835	2,051	1,639	3,617	829	910	2,275	1,959	1,932	3,849
TOTAL	20,940	21,110	12,287	24,474	25,553	14,981	10,437	10,692	9,403	24,061	25,355	15,171

Table 4. Coasting trade arrivals and departures at principal ports – January-February 1969

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1968	1969		1968	1969		1968	1969		1968	1969	
	Thous net tons	Thous net tons	Number of vessels	Thous net tons	Thous net tons	Number of vessels	Thous net tons	Thous net tons	Number of vessels	Thous net tons	Thous net tons	Number of vessels
Bristol	229	195	137	269	227	394	122	79	276	347	277	455
Cardiff	89	85	186	160	149	278	45	23	67	127	136	276
Cowes	268	332	1,483	662	717	3,190	256	310	1,341	660	716	3,191
Hull	182	115	58	253	136	121	75	38	74	293	183	174
Immingham	120	113	38	261	295	185	163	209	144	232	334	197
Lancaster	155	163	182	209	184	263	188	176	250	196	180	254
Liverpool	536	715	475	708	935	809	436	531	607	827	980	849
London	1,225	1,046	885	1,629	1,291	1,302	379	241	391	1,605	1,247	1,179
Manchester	19	16	23	42	48	71	10	16	21	31	65	76
Middlesbrough	105	15	34	257	234	211	63	218	144	192	247	200
Milford Haven	49	66	24	467	761	284	504	686	272	521	709	299
Portsmouth	82	65	278	507	490	1,952	24	19	145	499	482	1,958
Preston	196	207	328	218	212	341	189	197	309	228	222	362
Southampton	451	478	1,378	999	990	1,883	834	841	1,641	989	990	1,689
Sunderland	26	50	36	269	231	210	212	157	134	245	191	178
Swansea	38	65	69	348	394	729	208	265	543	247	288	614
Tyne Ports	114	88	17	594	555	321	404	300	239	554	488	329
Ardrossan	174	241	312	186	252	351	138	138	298	197	201	348
Glasgow	97	112	150	196	190	201	86	34	71	127	173	205
Greenock	271	217	445	346	258	474	289	234	395	348	262	482
Stranraer	194	260	204	196	261	205	192	259	200	195	261	204
Belfast	1,057	1,122	1,320	1,103	1,174	1,449	867	985	1,075	1,171	1,265	1,505
Other Ports	1,781	1,806	4,000	2,977	2,938	6,030	1,457	1,348	2,464	2,856	2,753	5,924
TOTAL	7,458	7,572	12,062	12,839	12,922	21,254	7,142	7,304	11,101	12,688	12,650	21,148

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Table 5. Shipping movement in the coasting trade at United Kingdom ports

	Arrived				Departed			
		Thousand Net Tons				Thousand Net Tons		
	Number of Vessels	Total	Commonwealth (†)	Foreign	Number of Vessels	Total	Commonwealth (†)	Foreign
COASTING TRADE – GREAT BRITAIN								
With cargo: February 1968	5,144	3,079	2,491	589	4,940	3,050	2,476	574
February 1969	5,016	2,991	2,419	572	4,620	2,991	2,370	621
January—February 1968	10,482	6,255	5,105	1,150	10,093	6,227	5,101	1,126
January—February 1969	10,539	6,346	5,145	1,201	9,905	6,280	5,065	1,215
In ballast: February 1968	4,916	2,707	2,095	612	5,738	2,589	2,026	563
February 1969	4,168	2,524	1,875	649	4,516	2,363	1,813	550
January—February 1968	9,906	5,344	4,211	1,133	10,887	5,130	4,049	1,081
January—February 1969	9,016	5,287	4,025	1,262	9,469	4,993	3,874	1,119
COASTING TRADE – UNITED KINGDOM								
With cargo: February 1968	5,950	3,684	3,009	675	5,484	3,495	2,863	632
February 1969	5,759	3,570	2,934	636	5,217	3,497	2,813	684
January—February 1968	12,080	7,458	6,158	1,300	11,180	7,142	5,930	1,212
January—February 1969	12,062	7,572	6,229	1,343	11,101	7,304	5,987	1,317
In ballast: February 1968	4,990	2,740	2,123	617	6,085	2,791	2,182	609
February 1969	4,250	2,547	1,890	657	4,794	2,518	1,930	588
January—February 1968	10,033	5,400	4,250	1,150	11,583	5,545	4,378	1,167
January—February 1969	9,192	5,350	4,064	1,286	10,047	5,346	4,141	1,205

(†) Commonwealth and Irish Republic.

Quarterly analysis of man-made fibre production

TOTAL PRODUCTION by weight of synthetic fibres in the first three months of 1969 was 12 per cent more than in the corresponding period of 1968; total production by weight of viscose plus acetate fibres was 3 per cent more.

Within the total for synthetic fibres, production of continuous filament was 10 per cent more and staple fibre 14 per cent more. Under the heading 'viscose plus acetate', production of continuous filament was 4 per cent more and of staple fibre 2 per cent more than in the first quarter of 1968.

Quarterly averages and quarterly totals million lb. (†)

	Total		Continuous filament		Staple fibre	
	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate
1961	36·5	105·4	21·9	43·6	14·6	61·8
1962	45·7	111·1	28·5	44·2	17·2	66·9
1963	58·1	121·7	35·4	47·1	22·6	74·6
1964	69·7	136·6	41·4	53·1	28·3	83·5
1965	81·6	134·0	45·0	54·1	36·6	79·8
1966	96·3	124·1	52·8	50·0	43·5	74·1
1967	107·0	131·8	59·6	50·0	47·3	81·8
1968	147·9	149·2	79·5	53·7	68·4	95·5
1965 1st quarter	81·9	143·9	46·8	56·1	35·1	87·8
2nd quarter	81·5	140·4	47·3	53·8	34·2	86·6
3rd quarter	79·3	120·1	42·4	51·3	36·9	68·9
4th quarter	83·6	131·4	43·5	55·3	40·1	76·2
1966 1st quarter	99·5	129·0	54·1	54·0	45·5	75·0
2nd quarter	108·3	124·1	60·0	51·6	48·3	72·5
3rd quarter	90·3	115·1	50·8	46·4	39·5	68·7
4th quarter	87·2	128·1	46·5	48·1	40·7	80·0
1967 1st quarter	107·1	130·0	58·8	47·8	48·4	82·2
2nd quarter	108·9	131·9	59·7	50·3	49·2	81·6
3rd quarter	92·7	122·4	52·7	49·1	40·0	73·3
4th quarter	119·2	142·9	67·3	52·7	51·9	90·2
1968 1st quarter	140·7	151·8	79·0	55·0	61·7	96·8
2nd quarter	147·1	151·3	79·4	55·7	67·7	95·6
3rd quarter	141·4	143·3	75·3	49·6	66·1	93·7
4th quarter	162·5	150·5	84·5	54·6	78·0	95·9
1969 1st quarter	157·2	155·7	87·0	56·9	70·1	98·8

The heading 'Viscose + acetate' includes triacetate.

(†) From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of June 18 issue.

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for April 1969 prepared by the Ministry of Commerce is 145 (1963=100). This is the same as the index for March 1969 and 7 points higher than for April 1968.

The index numbers for the main industrial groups with the increase or decrease shown in brackets were: textiles 179 (+25 points); clothing 114 (+10); engineering and metals 117 (−5); food, drink and tobacco 113 (+13); timber and furniture 127 (−12); mineral products 119 (−3); other manufacturing industries 219 (+20); gas, electricity and water 156 (+13).

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the date specified:

Number	Grantee	Subject-Matter
	June 13, 1969	
811,262	Standard Telephones & Cables Ltd.	Electromagnetic relays.
816,463	Standard Telephones & Cables Ltd.	Electric wave filters.
830,117	Standard Telephones & Cables Ltd.	Electro-acoustic transducers.
832,276	Standard Telephones & Cables Ltd.	Electro-acoustic transducers.
876,689	The Dow Chemical Company	Process of producing polyolefin oxides with metallic sulphate catalysts.
881,584	Standard Telephones & Cables Ltd.	Electro-acoustic transducers.
966,583	Standard Telephones & Cables Ltd.	Amplification arrangements for time division multiplex systems.
966,937	Standard Telephones & Cables Ltd.	Adjustable inductor.
1,002,112	Standard Telephones & Cables Ltd.	Communication system.
1,099,537	Maurice Arnd	A panel retaining assembly.
1,114,278	Billion & Cie.	Up-twisting machines.
1,133,467	Compagnie d'Etudes et de Realisations de Cybernetique Industrielle.	Device for regulating an ore-agglomerating plant.
1,133,874	La Metallurgie Francaise des Poudres Metafram.	Self-lubricating abutment for shafts.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

Patent Office. GORDON GRANT,
Comptroller.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page,

Retail sales in May

AFTER ALLOWING for seasonal influences and month to month fluctuations the volume of retail sales has remained at much the same level during the first five months of 1969. This stability in the volume of sales contrasts with the upward trend in the latter half of 1968 which followed a marked drop in the second quarter from the high sales in the first quarter of that year.

For the three months ended May, 1969, the volume of total sales was no different from that recorded for the three months ended February. The volume of sales of durable goods shops and of 'other non-food' shops rose by 1 per cent between these two periods, but this rise was counter-balanced by a fall of nearly 1 per cent in the sales of food shops and of clothing and footwear shops.

For the month of May the seasonally adjusted index of the volume of sales was 103 (1966=100) the same as the average of the previous four months. The monthly figures of the volume of sales have been re-analysed and rather more of the sales of January and March, 1969, has been attributed to normal seasonal influences, with the result that in the revised tables the seasonally adjusted indices of sales in the first quarter are somewhat lower than those previously published. The changes are explained in the technical note below.

VALUE OF SALES

Food shops

The value of the sales of food shops in May was, after seasonal adjustment, nearly 1 per cent higher than the previous three months, and in unadjusted terms 9 per cent higher than in May, 1968: much the same increase as was recorded between the first quarters of 1968 and 1969. The same pattern is reflected in most of the principal kinds of business in the food shops group except for Off-Licences, where the comparison is distured by exceptionally high sales in the first quarter of 1968.

Clothing and footwear shops

The value of the sales of clothing and footwear shops, after allowing for seasonal influences, was much the same in the three months ended May as in the preceding three months. The very large increase in the unadjusted sales in May, 1969, compared with a year earlier can be partly attributed to differences in the impact of the spring holiday. Pre-holiday buying belonged to the May period in 1969, although the Monday Bank Holiday itself, when shops were closed, fell in the June period, whereas in 1968 the May period ended a week before the holiday. Comparison is therefore more helpfully made between May, 1969 and May, 1967, when the relationship to the Bank Holiday was similar. Over this period women's wear shops showed an increase of 17 per cent, men's wear shops 14 per cent and footwear shops 10 per cent. Of the total increase of 15 per cent over these two years between 4 and 5 per cent must be attributed to the rise in prices.

Durable goods shops

After seasonal adjustment the value of the sales of durable goods shops rose by 2 per cent between the three months ended February and the three months ended May. The whole of this increase is to be attributed to cash, rather than instalment credit sales, although some check trading will be included with cash sales.

Comparisons of the sales of durable goods shops with May of 1968 are not meaningful because of the exceptional trading of durable goods shops in the early months of that year. Durable goods shops showed an increase of 13 per cent between May, 1967 and May, 1969, a period during which the prices of household goods are estimated to have increased by 8 per cent.

In May the sales of furniture shops were somewhat more bouyant, with an increase of 12 per cent compared with May two years earlier. The corresponding increases over the two years in April and the first quarter of the year were 8 per cent and 5 per cent respectively. On the other hand the sales of radio and electrical goods shops showed an increase of 11 per cent between May, 1967 and May, 1969, which fell short of the 14 per cent increase in the sales of these shops in the first quarters of those years. As a result of a special sales drive Gas Showrooms recorded an increase of 16 per cent in the value of sales over a year earlier, which contrasts with decreases on a year earlier in most of the preceding 12 months.

Table 1. Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1968 1st quarter	105	101	108	105	119	106
2nd quarter	102	101	103	102	101	103
3rd quarter	103	102	104	104	105	103
4th quarter	104	104	104	105	106	104
1969 1st quarter	102	103	101	103	102	100
1968/9 Dec.-Feb.	103	104	102	105	102	101
Mar.-May	103	103	103	104	103	102
Percentage increase	—	*- 1*	*1*	*- 1*	*1*	*1*
1968 July	102	101	103	104	103	103
August	104	102	105	106	107	104
September*	103	103	103	104	106	103
October	104	104	104	103	106	104
November	105	105	105	106	107	104
December*	104	103	104	106	105	103
1969 January	104	105	103	107	102	103
February	101	103	99	101	99	97
March*	102	102	102	100	105	101
April	104	103	103	105	102	103
May	103	103	104	106	103	103

Mail order houses

May was not a very good month for mail order houses with sales only 4 per cent higher than in 1968. Turnover in these businesses is usually very volatile; it must be remembered that there had been a particularly large increase in turnover between April, 1968, and April, 1969, and the May, 1969 figure may have been adversely affected by the continued dull and wet weather and by the approach of the Spring Bank Holiday.

Department stores

Department Stores, on the other hand, did well in May, recording a substantial increase of 14 per cent compared with May, 1968. These figures will have been helped by pre-Bank Holiday buying, but the furnishing fabrics and household textiles departments enjoyed a boom in their sales at 'pre-budget' prices; hardware, radio and electrical goods and pharmacy, toilet and photographic goods departments also played a part in these increases.

Miscellaneous non-food shops

The turnover of confectioners, tobacconists and newagents continued to be very dull, with an increase of 2 per cent between May, 1968 and May 1969, even less than the 3 per cent increase between the first quarters of those years, and substantially less than the increase in prices of the goods sold by these shops. On the other hand, ironmongers and hardware shops with an increase of 6 per cent compared with a relatively high figure for sales in May, 1968, and chemists and photographic dealers with an increase of 8 per cent compared with May, 1968, did very much better than in the first quarter of 1969 compared with a year earlier.

TECHNICAL NOTE

Revision of seasonally adjusted series

The seasonally adjusted series of the movement in the volume of retail sales, in total and for broad kind of business groups, have been revised. The revised series take into account the unadjusted monthly index numbers up to the end of 1968: the seasonally adjusted series which they have replaced took account of the monthly index numbers up to the end of 1965.

The revised seasonally adjusted series are, in consequence, more soundly based and, in particular, some of the month to month fluctuations present in the old series have been smoothed out.

The computer programme used to obtain seasonally adjusted series from the unadjusted data is based on a modified version of the Shiskin Method II, developed by the United States Bureau of

Table 2. Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1968 1st quarter	109	106	111	107	121	110
2nd quarter	107	106	108	105	106	109
3rd quarter	109	109	110	108	111	111
4th quarter	112	111	111	109	113	112
1969 1st quarter	112	114	110	108	110	112
1968/9 Dec.-Feb.	112	113	111	110	110	112
Mar.-May	113	114	113	110	112	114
Percentage increase	*1*	*1*	*2*	—	*2*	*2*
1968 July	108	107	109	107	109	110
August	110	109	111	110	112	112
September*	110	110	110	108	111	111
October	111	111	110	107	113	112
November	112	112	112	110	114	112
December*	112	111	112	110	112	113
1969 January	113	114	112	112	110	113
February	111	114	108	107	106	109
March*	112	114	111	106	113	113
April	114	114	113	112	110	114
May	114	115	114	114	112	115

All the series in Tables 1 and 2 are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(a) See general notes following Table 4.

(†) Including department stores and mail order businesses.

Table 3. Value of retail sales (not seasonally adjusted) – analysis by form of organization

May – Index numbers of values of sales per week (current prices) and percentage increase on a year earlier (a).

Figures for earlier periods appeared in the *Board of Trade Journal* of February 7, 1969.

1966 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	113	9	107	6	122	14	107	8
FOOD SHOPS	114	9	108	7	128	14	109	8
Grocers	116	11(f)	107	6	134	16	111	11(f)
Butchers	108	6	..		..		..	
Greengrocers, fruiterers	114	10	114	10	133	15	98	6
Fishmongers, poulterers	102	6	..		..		..	
Bread and flour confectioners	118	5(g)	114	3	124	8	..	
Off-licences	107	16	103	10	111	22	..	
Dairymen	112	3	..		..		110	3
NON-FOOD SHOPS	111	9	..		..		..	
Clothing and footwear shops	115	14	110	11	122	17	101	10
Footwear shops	116	15	122	16	114	15	102	8
Men's and boys' wear shops	112	12	106	10	120	13	94	8
Women's, girls' and infants' wear, drapery and general clothing shops	116	14	109	10	126	19	103	11
Large (c)	—		114	11	—		—	
Medium (c)	—		115	12	—		—	
Small (c)	—		106	9	—		—	
Durable goods shops	106	7	102	4	113	10	97	6
Furniture shops	107	5	105	3	112	10	—	
Large (c)	—		99	-1	—		—	
Medium and small (c)	—		108	5	—		—	
Other durable goods shops	107	8	99	5	113	11	—	
Electricity showrooms	126	14	—		126	14	—	
Gas showrooms	122	16	—		122	16	—	
Radio and television rental specialists	..		..		109	10	—	
Radio and electrical goods shops (including radio and cycle shops and perambulator shops) (e)	97	4	—		—		—	
Miscellaneous non-food shops (b)	109	6	..		..		..	
Confectioners, tobacconists, newsagents	104	2	103	1	108	3	—	
Booksellers, stationers	..		99	4	..		—	
Chemists, photographic goods dealers (d)	109	8	105	8	114	8	99	3
Jewellers	99	8	100	7	94	12	—	
Leather goods, sports goods, toys and fancy goods shops	95	8	..		..		—	
Ironmongers and hardware shops	115	6	117	7	97	-3	—	
Other miscellaneous non-food shops	—		124	10	—		—	
Department stores	113	14	—		—		—	
Mail order businesses	118	4	—		—		—	

(a) See general notes following Table 4.

the Census. Methods used were explained in the *Board of Trade Journal* of July 6, 1962; there have been changes of detail since then but broadly the procedures are unaltered.

Since Easter has, in the years covered sometimes fallen in the March period and sometimes in the April period consideration has been given to removing the effect on retail sales of any pre-Easter buying from the seasonally adjusted series; and similarly for the Whitsun (or Spring) holiday. Information from later years has enabled an adjustment to be made to remove the effect caused on sales in August and September by the replacement in 1965 of the August Bank Holiday at the beginning of August by the late summer holiday at the end of August.

Retail sales in recent years, particularly perhaps in 1967 and 1968, have been disturbed by special factors. For example, devaluation in November 1967 was followed by exceptionally high sales until March 1968 when the Budget measures resulted in very low sales in April. The extent to which unusual movements may reinforce or cancel normal seasonal movements must be largely a matter of judgment. The computer programme is designed to damp down the effect of unusual, non-seasonal, movements on the calculation of seasonal factors; the calculations were additionally scrutinized in detail and further adjustments made to the calculated seasonal factors in the light of the trend shown in the seasonal factors for each month.

The seasonal adjustment programme allows for the seasonal factors for each month to change slowly over the years but in view of the uncertainty of the extent of the variation in recent periods the factors for the months of 1969 are normally taken to be the same as the factors for the corresponding months of 1968.

The seasonally adjusted series must be interpreted with some caution. Apart from allowances for the effect of the different incidence of holidays, judgment must enter into the calculation of the seasonal adjustment factors adopted for the year, and the series are subject to irregular movements which, may for example, be connected with the weather on the popular shopping days. For this and other reasons too much weight should not be placed on the index for a single month but regard should be paid to the movement over a longer period say, the average of the last three months.

The opportunity has been taken to produce seasonally adjusted indices of the volume of retail sales showing the sales of clothing and footwear shops and durable goods shops separately from other non-food shops. This series replaces the abbreviated table of the volume of sales previously published.

Similar revisions have been made to the seasonally adjusted series.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Table 4. Index numbers of sales per week (not seasonally adjusted) and percentage increase on a year earlier (a)

(i) Analysis by broad groups: value and volume

1966 = 100

Sales in 1966—provisional estimates (£ million)	All kinds of business (£11,372)				Food shops (£4,952)				Non-food shops													
									Total (£6,420)				Clothing and footwear shops (£1,727)		Durable goods shops (£1,176)		Miscellaneous non-food shops (b) (£2,542)		Department stores (£544)		Mail order businesses (£431)	
	Value	%	Volume§	%	Value	%	Volume§	%	Value	%	Volume§	%		%		%		%		%		%
1967	103	3	101	1	103	3	101	1	103	3	102	2	102	2	104	4	103	3	104	4	106	6
1968	109	6	104	2	108	5	102	1	110	7	105	3	107	6	113	9	110	7	112	8	115	8
1967 2nd quarter	98	1	97	-1	101	2	99	—	96	—	95	-2	97	-1	94	-1	96	1	93	—	101	6
3rd quarter	100	3	98	2	100	2	99	2	99	3	98	2	97	2	102	5	101	2	99	4	91	4
4th quarter	120	5	118	4	111	4	108	2	127	6	125	6	129	4	125	12	123	5	135	8	140	8
1968 1st quarter	101	7	98	5	103	4	99	1	99	10	97	9	89	6	116	24	97	7	100	14	102	10
2nd quarter	104	6	99	2	106	4	100	1	103	7	98	3	104	6	99	5	104	9	99	7	109	8
3rd quarter	106	6	100	1	105	5	100	—	106	7	100	2	102	6	108	6	109	8	107	8	95	5
4th quarter	126	5	118	—	117	6	110	2	133	5	125	—	135	5	128	2	130	5	141	5	151	8
1969 1st quarter	104	3	95	-3	111	8	101	2	98	-1	90	-7	90	1	106	-9	99	3	99	-1	102	-1
1969 March*	107	2	97	-4	112	7	101	1	102	-2	94	-7	91	-1	105	-12	105	2	99	-2	119	—
April	110	6	100	1	115	8	103	2	106	5	97	—	105	4	103	5	107	3	109	11	113	11
May	113	9	102	4	114	9	102	3	111	9	101	5	115	14	106	7	109	6	113	14	118	4
1969 January-May		5		—1		8		2		2		-3		15		-4		3		4		3

(ii) Analysis by kind of business: value only.

Sales in 1966–provisional estimates (£ million)	Food shops														Clothing and footwear shops					
	Grocers (f) (£2,919)	%	Butchers (£724)	%	Greengrocers, fruiterers (£312)	%	Fishmongers, poulterers (£82)	%	Bread and flour-confectioners (g) (£254)	%	Off-licences (£217)	%	Dairymen (£444)	%	Footwear shops (£268)	%	Men's and boys' wear shops (£362)	%	Women's wear shops (£1,097)	%
1967	103	3	101	1	101	1	99	-1	104	4	106	6	104	4	102	2	100	—	102	2
1968	109	6	105	4	99	-2	99	—	111	6	116	10	109	5	106	4	106	5	108	6
1967 2nd quarter	101	2	98	2	111	-2	99	-3	103	3	87	4	105	5	102	-3	97	-3	97	—
3rd quarter	101	3	96	-1	103	1	94	-3	104	4	91	6	104	5	99	3	97	2	96	2
4th quarter	111	4	110	3	93	—	103	—	110	6	157	5	108	5	125	5	121	2	132	4
1968 1st quarter	104	4	106	3	93	-3	99	-1	105	5	97	11	108	6	84	3	93	6	89	6
2nd quarter	107	5	101	3	107	-3	100	1	111	8	92	6	107	2	106	4	102	5	104	7
3rd quarter	107	6	100	5	102	—	95	1	111	7	100	9	109	5	103	3	102	5	102	6
4th quarter	119	7	114	4	93	—	103	—	116	5	175	12	113	5	132	5	125	4	138	5
1969 1st quarter	114	9	112	6	96	3	101	2	111	6	105	9	113	5	83	-1	93	—	91	2
1969 March*	115	8	109	6	101	3	102	4	114	4	101	1	114	5	83	-6	90	-2	94	1
April	118	9	109	5	109	6	108	4	120	3	109	19	112	5	107	2	100	3	106	5
May	116	11	108	6	114	10	102	6	118	5	107	16	112	5	116	15	112	12	116	14
1969 January-May		9		6		5		3		5		12		5		3		3		5

(*Contiued on page* 35)

Registrations of British and Foreign Films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, June 27, 1969. Br/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Guns in the Heather	Br/E 34176	87	June 23	Walt Disney Productions Ltd.	Walt Disney Productions Ltd.
Wonderful Libya	Br/E 34180	25	June 23	Columbia Pictures Corp. Ltd.	Carrickford Productions Ltd.
Freddy Comes to Stay	Br/E 34181	25	June 23	Amanda Films Ltd.	County Films Ltd.
Golden Heritage	Br/E 34182	26	June 23	British Lion Films Ltd.	Armada Productions.
Run Wild, Run Free	Br/E 34183	98	June 23	Columbia Pictures Corp. Ltd.	Irving Allen Ltd.
Mining Review No. 11 – 22nd Year	Br/E 34184	11	June 24	Data Film Distributors Ltd.	National Coal Board.
Highland Capital	Br/E 34188	19	June 25	Twentieth Century-Fox Film Co. Ltd.	Campbell Harper Films Ltd.
Movietone News 2090	Br/E 33820	7	June 27	" "	British Movietonews Ltd.
Movietone News 2090A	Br/E 33821	8	June 27	" "	" "
Pathe News 69-51	Br/E 33872	7	June 27	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-52	Br/E 33873	8	June 27	" "	" "
				FOREIGN	
Son of Godzilla	F 34177	71	June 23	Animated Motion Pictures Ltd.	Toho Company Ltd., Tokyo.
Ebirah, Terror of the Deep	F 34178	86	June 23	" "	" "
The Man from C.H.I.M.P.	F 34179	10	June 23	Columbia Pictures Corp. Ltd.	Columbia Pictures Corp.
Italian Symphony Part I	F 34185	14	June 25	Monarch Film Corp. Ltd.	Societa D'Hollywood, Rome.
The Stretcher	F 34186	8	June 25	Twentieth Century-Fox Film Co. Ltd.	Terrytoons Inc.
The Red Swamp Pox	F 34187	5	June 25	" "	" "
Guns of the Magnificent Seven	F 34189	105	June 26	United Artists Corp. Ltd.	Mirisch Productions Inc.
The Thousand Plane Raid	F 34190	92	June 26	" "	Oakmont Productions Inc.
Tower	F 34191	10	June 26	Warner-Pathe Distributors Ltd.	Warner Bros.-Seven Arts Inc.
Claybirds	F 34192	10	June 26	" "	" "
Rolling down the Rhine	F 34193	8	June 26	" "	" "
The Great Carrot Train Robbery	F 34194	7	June 26	" "	" "
Flying Circus	F 34195	6	June 26	" "	" "
Feud with a Dude	F 34196	6	June 26	" "	" "

Addresses of ECGD Local Offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters; its object is to provide on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1967/68 was £1,889,000,000. The Head Office of ECGD is at 59-67 Gresham Street, P.O. Box 272, London, E.C.2 (Tel. 606 6699). The Departments local offices are as follows:

London (City)
London postal districts E., and E.C.2 and 3, and the county of Essex.
L. H. Clarke, Marlon House, 71-74 Mark Lane, London E.C.3. Tel. 488 3491. (Code: 01-488 3491) Telex 23164,

London (South)
London postal districts of E.C.4, S.E.1-27 and S.W. 1-20. Counties of Kent and Surrey (Greater London Council Area only)
J. A. Dorrian, DFM, 42-46 Weston St., S.E.1. Tel. 407 5011, (Code: 01-407 5011) Telex 24812,

London (North)
London postal districts of N., E.C.1, W.C.1 and 2, County of Hertford.
G. J. A. Link, Empire House, St. Martin's-Le-Grand, E.C.1, Tel. 606 4581. (Code: 01-606 4581) Telex 263615,

London (West End)
London postal districts N.W. and W. County of Middlesex.
D. G. Hake, Waverley House, 7-12 Noel Street, London, W.1.

Bedford
Counties of Bedford, Cambridge, Huntingdon, Norfolk, and Suffolk.
D. A. Green, Heron House, 49-51 Goldington Road, Bedford. Tel. Bedford 58798 (Code: 0234 58798) Telex 82350,

Belfast
The six counties of Northern Ireland.
J. J. Brown, Third Floor, Office 30/32, 7 Donegall Square West, Belfast. BT1 6 JE. Tel. Belfast 29428. (Code: 0232 29428) Telex 74577.

Birmingham
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor and Staffordshire.
B. T. Clark, Chamber of Commerce House, Harborne Road, Birmingham, 15, Tel. Edgbaston 4375. (Code: 021-454 4375) Telex 33132.

Bradford
The West and North West of the West Riding of Yorkshire (excluding Barnsley, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
A. C. Elston, West Riding House, Cheapside, Bradford 1, Tel. Bradford 25147. (Code: 0274 25147) Telex 51161.

Bristol
Counties of Gloucester East of the Severn, Wiltshire, Dorset, Somerset, Devon, Cornwall, and the Channel Islands.
F. Wilmot, Washington House, Great George Street, Bristol 1. BS1 5QL. Tel. Bristol 22102. (Code 0272 22102) Telex 44248.

Cardiff
Gloucester West of the Severn, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
G. H. Turl, St. David's House, Wood Street, Cardiff CF1 1ES. Tel. 26657. (Code: 0222 26657) Telex 49284.

Crawley
Counties of Surrey (Excluding Area covered by GLC) and Sussex.
F. R. Burge, Barden House, 36 Spencers Road, West Green. Crawley, Sussex.
Tel. 23444. (Code: 0293 23444) Telex 87374,

Edinburgh
The counties of Angus, Berwick, Clackmannan, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.
A. E. Beedle, 108 George Street, Edinburgh, 2.
Tel. Caledonian 3004. (Code: 031-225 3004) Telex 72170.

Glasgow
The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Kirkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.
R. H. K. Hughes, 7 West George Street, Glasgow, C.2. Tel. Central 3056. (Code: 041-CEN 3056) Telex 77130.

Leeds
The East and North Ridings of Yorkshire (excluding the area North of a line from Yarm to Staithes). The East and North of the West Riding of Yorkshire (including Goole, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
W. A. Luxton, Headrow House, 42 The Headrow, Leeds, 1. Tel, Leeds 30082. (Code: 0532 30082) Telex 55232.

Liverpool
The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint; Western parts of Lancashire and Cheshire (including Lancaster, Preston, Wigan and Warrington), and the Isle of Man.
J. M. Foster, Number One Old Hall Street, Liverpool 3, Tel. Central 5756 (Code: 051-236 5756) Telex 62537.

Manchester
The Eastern parts of Lancashire and Cheshire (excluding Lancaster, Preston, Wigan and Warrington), and parts of Derbyshire.
W. Ford, Cheshire House, 18-20 Booth Street, Manchester, 2. Tel, Central 8861. (Code: 061-CEN 8861) Telex 66756.

Newcastle-upon-Tyne
Counties of Northumberland, Durham, Westmorland and Cumberland; part of North Riding of Yorkshire, including Middlesbrough, Redcar and Thornaby-on-Tees.
R. A. Bounds, 2 Osborne Road, Newcastle-upon-Tyne, 2. Tel. Newcastle 814214 (Code: 0632 814214) Telex 53305.

Nottingham
Counties of Leicester, Rutland and Northampton, and parts of the counties of Nottingham, Derby and Lincoln.
J. N. Smales, MBE, Equitable House, Old Market Square, Nottingham NG1 2LE. Tel. 46585. (Code: 0602 46585) Telex 37566.

Reading
Counties of Berks, Bucks, Hants and Oxford.
K. I. Humphrey, 18 The Forbury, Reading. Tel. Reading 40577-8, (Code: 0734 40577) Telex 84422.

Sheffield
The Southern triangle of the West Riding of Yorkshire (including Barnsley), and parts of the counties of Nottingham, Derby and Lincoln.
W. A. Oxley, 8-12 Furnival Gate, Sheffield, 1. Tel. Sheffield 29151. (Code: 0742 29151) Telex 54244.

New York
In the United States exporters can obtain assistance from the Department's resident representative for the United States and Canada.
J. H. Hall, c/o British Consulate-General. 845 Third Avenue, New York, 10022, USA. Tel. Plaza 2-8400.

LONRHO

REVIEW OF OPERATIONS

The annual general meeting of Lonrho Limited will be held on 16th July at the Chartered Insurance Institute, 20 Aldermanbury, London, E.C.2. The following are extracts from the annual review of operations:

EIGHT YEAR RECORD

Consolidated figures in £000's

September 30	Net equity assets £	Profit before tax £	Net equity earnings £	Dividends distributed £
1961	2,155	158	114	77
1962	2,602	469	193	126
1963	3,002	502	230	161
1964	3,657	1,033	256	161
1965	4,830	1,823	602	189
1966	5,737	3,056	1,220	384
1967	6,487	3,598	1,446	812
1968	21,651	7,169	2,635	1,424
*1969	43,700	13,500	5,440	2,262

*Estimated.

Lonrho now has group assets of some £150 million and it is estimated that consolidated profits before tax for the current year will be £13.5 million. The profit record has shown consistent growth over the past eight years and your Board has every confidence that this growth will be maintained in future years.

The more important acquisitions were the Ashanti Goldfields Corporation, the David Whitehead textile companies and the John Holt group of companies with their extensive industrial and other businesses both in Europe and in Africa.

It is our policy to give every encouragement to the expansion of mining, trading and investment activities overseas, particularly in the developing countries.

Lonrho now has some 90,000 employees and a current annual turnover of the order of £150 million.

The current mining exploration programmes are in the main concentrated on asbestos in Swaziland, diamonds in Lesotho, rare earths and other minerals in Malawi, and platinum and nickel in South Africa. Results from both the diamond and platinum drilling are more than satisfactory. In the platinum areas further intensive drilling and underground exploration are being carried out and indications are that production could reach 250,000 ounces per annum with operations starting in the early seventies. In addition to these exploration programmes, there are a number of encouraging mining propositions elsewhere in the world which are currently the subject of investigation.

The operations in the Congo include agriculture, insurance, motor trade and transport, power distribution, timber, engineering and a railway. A consortium including Belgian and Japanese interests and headed by Lonrho is, at the invitation of the Government of the Democratic Republic of the Congo, currently undertaking a study of proposed new railways covering about 1,300 kms. linking Ilebo with Kinshasa, Matadi with the port of Banana and Mweka with an iron ore deposit at Luebo. This survey is scheduled for completion before the end of 1970 and, in the meanwhile, negotiations will take place for the construction and financing of the new railway line with a view to starting construction early in 1971.

Besides the new activities referred to, numerous other propositions have been investigated. Such investigations are an ever-increasing part of our activities and at any time there are always many projects under review. Future major growth will tend to come not only from our current mining expansion programmes but also from the agriculture, commerce and industry sectors.

Finally, we are confident that Lonrho will continue to expand in the future as it has done in recent years.

Full copies of report available from: Secretary, Lonrho Limited, Cheapside House, London, E.C.2.

Lonrho Limited and Subsidiaries

PRO FORMA BALANCE SHEET (JUNE 1969)

	£'000s
FIXED ASSETS	72,825
NATIONALIZED ASSETS SUSPENSE ACCOUNT	1,081
INVESTMENTS	10,941
CURRENT ASSETS	63,463
	148,310
Less: CURRENT LIABILITIES	55,721
	92,589
Less: LONG TERM LIABILITIES	11,114
TOTAL NET ASSETS	£81,475
REPRESENTED BY:	
CAPITAL	9,425
SURPLUS ON CONSOLIDATION OF NET ASSETS	631
RESERVES	30,463
TOTAL CAPITAL AND RESERVES	40,519
LOAN STOCK	11,213
MINORITY INTERESTS IN SUBSIDIARIES	29,743
	£81,475

This pro forma balance sheet, based on the Group consolidated balance at September 30, 1968, incorporates the last available consolidated balance sheets of companies acquired since that date. Conversions of loan stock since September 30, 1968, have also been taken into account.

RETAIL SALES, *continued*

Sales in 1966—provisional estimates (£ million)	Durable goods shops										Miscellaneous non-food shops													
	Furniture shops (£486)		Electricity showrooms (£65)		Gas showrooms (£92)		Radio and television rental specialists† (£109)		Radio and electrical goods, etc. shops (e) (£333)		Confectioners, tobacconists, newsagents (£1,030)		Booksellers, stationers‡ (£79)		Chemists photographic goods dealers (d) (£350)		Jewellers (£116)		Leather goods, sports goods, toys and fancy goods shops (£123)		Ironmongers and hardware shops (£298)		Other miscellaneous non-food shops (h) (£100)	
		%		%		%		%		%		%		%		%		%		%		%		%
1967	100	—	116	*16*	108	*8*	109	*9*	108	*8*	103	*3*	105	*3*	103	*3*	104	*4*	102	*2*	102	*2*	103	*3*
1968	106	*6*	140	*21*	116	*7*	121	*11*	118	*9*	108	*6*	112	*8*	111	*8*	117	*12*	110	*7*	109	*6*	108	*5*
1967 2nd quarter	93	*- 6*	104	*10*	99	*5*	103	*6*	91	*2*	98	*1*	88	*5*	96	*1*	83	*- 1*	83	*- 2*	99	—	105	*1*
3rd quarter	98	*- 1*	116	*19*	111	*10*	107	*10*	104	*10*	103	*2*	96	*5*	105	*3*	97	*1*	103	*1*	101	*2*	96	*3*
4th quarter	118	*9*	143	*24*	124	*13*	115	*16*	140	*17*	114	*4*	137	*4*	123	*5*	158	*11*	151	*5*	116	*5*	113	*6*
1968 1st quarter	106	*19*	154	*56*	128	*31*	127	*15*	122	*27*	100	*5*	105	*8*	95	*9*	102	*28*	76	*6*	101	*7*	104	*6*
2nd quarter	99	*6*	110	*6*	101	*3*	109	*6*	96	*6*	106	*8*	93	*6*	104	*8*	92	*11*	90	*9*	107	*9*	113	*8*
3rd quarter	101	*3*	137	*18*	112	*1*	119	*11*	111	*6*	111	*8*	105	*10*	113	*7*	106	*9*	111	*8*	106	*5*	100	*4*
4th quarter	118	—	159	*12*	121	*- 2*	127	*11*	143	*2*	117	*3*	147	*7*	131	*6*	168	*6*	162	*8*	121	*5*	115	*1*
1969 1st quarter	94	*-11*	140	*- 9*	102	*-20*	139	*10*	110	*-10*	103	*3*	114	*9*	98	*4*	95	*- 7*	78	*2*	99	*- 2*	99	*- 4*
1969 March*	90	*-15*	145	*-13*	116	*-21*	143	*13*	108	*-13*	108	*4*	117	*12*	100	—	100	*-16*	81	*1*	103	*- 6*	109	*- 7*
April	97	*3*	118	*26*	98	*- 4*	124	*9*	106	*5*	110	*1*	103	*7*	103	*7*	92	*6*	90	*1*	111	*1*	123	*4*
May	107	*5*	126	*14*	122	*16*	109	*10*	97	*4*	104	*2*	99	*4*	109	*8*	99	*8*	95	*8*	115	*6*	124	*10*
1969 January–May		*-6*		*-1*		*-12*		*9*		*-5*		*7*		*8*		*5*		*-2*		*3*		—		—

§Average 1966 prices. ‡Independent retailers only. †Multiple retailers only.

General notes:

(a) The monthly periods consist of four weeks except those marked* which are of five weeks. The period covered by May 1969 sales was the four weeks from April 27, 1969, to May 24, 1969, the corresponding period in 1968 was from April 28, 1968 to May 25, 1968. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(b) Includes figures of variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and perambulator shops, but not multiple rental specialists.

(f) Includes bakery departments of co-operative societies.

(g) Excluding the bakery department of co-operative societies, which are included in the estimate for grocers.

(h) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general second-hand dealers and certain other miscellaneous non-food shops.

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales for April 1969 was 113 (1965=100), an increase of 3 per cent compared with April 1968 and an increase of 11 per cent over April 1967.

Increases were recorded in only two of the major groups: food shops and clothing and footwear shops where sales were up by 10 per cent and 5 per cent respectively. Decreases were recorded in the three remaining groups but the rate of decrease was smaller this month in comparison to the two previous months.

Taking into account price increases it has been estimated that the volume of sales was down by approximately 3 per cent on the same period of 1968.

Further details may be had on application to the Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 215).

Index numbers of value of sales per week ***and percentage increases compared with a year earlier***

1965 = 100

	All kinds of business		Foods shops		Non-food shops									
					Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department and general stores	
		%		%		%		%		%		%		%
1966	102		106		99		98		98		102		92	
1967	103	*1*	109	*3*	100	*1*	95	*- 3*	99	*1*	103	*2*	94	*3*
1968	109	*6*	118	*8*	104	*4*	100	*4*	106	*7*	107	*3*	101	*7*
1968 1st quarter	106	*7*	114	*6*	101	*8*	94	*7*	109	*17*	106	*6*	92	*6*
2nd quarter	109	*6*	119	*7*	103	*5*	97	*3*	107	*13*	107	*3*	96	*9*
3rd quarter	107	*6*	115	*7*	103	*5*	93	*3*	103	*6*	110	*4*	93	*8*
4th quarter	115	*5*	125	*12*	109	*1*	115	*4*	104	*- 6*	104	—	124	*5*
1969 1st quarter	109	*3*	126	*11*	98	*- 3*	92	*- 1*	96	*-12*	104	*- 2*	88	*- 4*
1968 April	110	*8*	120	*11*	104	*5*	93	*5*	110	*7*	109	*7*	100	—
May	113	*7*	121	*6*	109	*7*	97	*3*	107	*14*	118	*4*	97	*19*
June	103	*3*	115	*3*	97	*3*	101	*3*	105	*19*	94	*- 3*	91	*11*
July	111	*7*	113	*6*	109	*7*	96	—	108	*16*	119	*8*	95	*7*
August	109	*4*	116	*6*	105	*3*	92	*1*	105	*4*	116	*4*	89	*1*
September	102	*6*	115	*9*	94	*4*	90	*8*	96	*- 1*	95	—	95	*19*
October	110	*8*	121	*16*	103	*2*	101	*3*	109	*- 1*	102	*3*	101	*3*
November	111	*7*	127	*14*	101	*2*	109	*9*	99	*- 4*	97	—	103	*8*
December	125	*2*	127	*8*	124	*- 1*	134	*2*	104	*-13*	113	*- 2*	168	*5*
1969 January	113	*7*	122	*11*	108	*4*	106	—	110	*- 8*	112	*10*	92	*1*
February	106	—	126	*10*	94	*- 7*	86	*- 4*	92	*-11*	104	*- 6*	74	*-14*
March	106	*1*	129	*12*	92	*- 7*	86	—	86	*-17*	96	*- 9*	98	—
April	114	*3*	132	*10*	103	*- 2*	98	*5*	106	*- 3*	105	*- 4*	98	*- 2*

Hire purchase and other instalment credit business in May

CREDIT EXTENDED by finance houses in the three months ended May, after allowing for seasonal factors, was on average 6 per cent lower than the level in the preceding three monthly period. The corresponding comparison for instalment credit sales for durable good shops shows no change.

With repayments exceeding total new credit, debt outstanding to finance houses and durable goods shops, on a seasonally adjusted basis, fell by £19 million over the three months ended May, resulting in a total fall in debt since December of £30 million. This compares with an increase in the second half of 1968 of £26 million.

Finance houses

In May itself new credit extended by finance houses, on a seasonally adjusted basis, showed a fall of 10 per cent compared with the average level in the first four months of 1969. Compared with May 1968 new credit in the month was 14 per cent lower after showing a small increase on a year earlier in April: there was a fairly general decline in finance house business in relation to a year earlier, the only recorded increase being in the case of farm equipment and tractors.

On a seasonally adjusted basis, debt outstanding to finance houses fell by £11 million in May, compared with an average monthly fall of about £4 million in the period January to April.

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted series. £ million

	New Credit Extended			Repayments	Increase in debt
	Total	By Shops (†)	By Finance Houses		
1965	1,033	306	727	952	81
1966	856	235	621	989	-133
1967	924	235	689	969	- 45
1968	968	258	710	939	29
1966 1st quarter	253	69	184	255	- 2
2nd quarter	234	61	173	257	- 23
3rd quarter	196	55	141	243	- 47
4th quarter	173	50	123	234	- 61
1967 1st quarter	185	53	132	237	- 52
2nd quarter	198	53	145	242	- 44
3rd quarter	262	61	201	250	12
4th quarter	279	68	211	240	39
1968 1st quarter	273	77	196	242	31
2nd quarter	210	59	151	238	- 28
3rd quarter	242	64	178	234	8
4th quarter	243	58	185	225	18
1969 1st quarter	213	56	157	226	- 13

(†) Durable goods shops and department stores; not including other instalment credit retailers

Table 1. Hire purchase and other instalment credit business

Seasonally adjusted series.

	Total of instalments outstanding to finance houses, durable goods shops and department stores		Finance Houses		Durable Goods Shops	
	End period £ million	Increase in period £ million	*New instalment credit extended per calendar month (Index 1961 = 100)*	Instalments outstanding at end period £ million	*Instalment credit sales per week (Index 1961 = 100)*	Instalments outstanding at end period £ million
1965	1,196	81	*127*	836	*112*	329
1966	1,063	-133	*108*	756	*93*	278
1967	1,018	- 45	*120*	742	*94*	248
1968	1,047	29	*124*	766	*102*	250
1967 1st quarter	1,011	- 52	*92*	719	*87*	266
2nd quarter	967	- 44	*101*	687	*88*	255
3rd quarter	979	12	*141*	707	*96*	247
4th quarter	1,018	39	*147*	742	*105*	248
1968 1st quarter	1,049	31	*138*	769	*120*	252
2nd quarter	1,021	- 28	*106*	745	*92*	249
3rd quarter	1,029	8	*125*	754	*99*	249
4th quarter	1,047	18	*130*	766	*98*	250
1969 1st quarter	1,034	- 13	*110*	761	*93*	245
1968 January	1,025	7	*137*	750	*108*	246
February	1,035	10	*139*	758	*118*	249
March	1,049	14	*138*	769	*130*	252
April	1,040	- 9	*103*	760	*89*	252
May	1,034	- 6	*116*	755	*91*	251
June	1,021	- 13	*100*	745	*95*	249
July August	1,018†	- 3†	*127†*	745†	*94* *103*	246 247
September	1,029	11	*121*	754	*101*	249
October	1,039	10	*143*	761	*103*	251
November	1,047	8	*128*	766	*99*	253
December	1,047	—	*118*	766	*94*	250
1969 January	1,042	- 5	*114*	765	*92*	247
February	1,036	- 6	*108*	761	*92*	245
March	1,034	- 2	*108*	761	*95*	245
April	1,025	- 9	*111*	753	*89*	244
May	1,017	- 8	*99*	742	*93*	248
3 months ended February 1969	1,036	- 11	*113*	761	*93*	245
3 months ended May 1969	1,017	- 19	*106*	742	*93*	248
Percentage increase			–6		—	

†Figures for July and August have been combined.

Table 3. Hire purchase and other credit instalments outstanding

£ million, end period

Owed directly to		Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
	1969	246	243	240	238	242							
Department stores	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
	1969	30	30	28	28	27							
Finance houses	1967	742	730	719	715	712	716	726	731	734	744	755	742
	1968	744	753	766	768	773	774	778	783	781	781	781	766
	1969	759	757	759	762	762							
Total	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041	1,041	1,046	1,042	1,044	1,048	1,047	1,051	1,057	1,047
	1969	1,035	1,030	1,027	1,028	1,031							
Other instalment credit retailers†	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
	1969	211	206	203	201	204							
GRAND TOTAL	1967	1,231	1,207	1,186	1,175	1,167	1,163	1,166	1,164	1,166	1,182	1,210	1,226
	1968	1,215	1,219	1,230	1,231	1,234	1,229	1,226	1,227	1,226	1,236	1,254	1,269
	1969	1,246	1,236	1,230	1,229	1,235							

†Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

Durable goods shops and department stores

On a seasonally adjusted basis, the instalment credit sales of durable goods shops in May showed a small recovery from the low April figure, but were at much the same subdued level as in the previous five months. Compared with a year earlier credit sales of shops showed an increase of 3 per cent, an increase which followed no change in April, but large falls on a year earlier during the first quarter of 1969.

Credit sales of furniture shops, which have been declining quite sharply for several months, showed a small improvement, being about 1 per cent higher compared with May 1968, while the experience of other durable goods shops indicated very little change from April on the basis of comparisons with a year earlier. There was a fall in the credit sales of radio and electrical goods shops but an improvement in the business of gas and electricity showrooms.

Debt outstanding to durable goods shops, on a seasonally adjusted basis, rose by £4 million in the month, to £248 million, only marginally below the end December level.

Other instalment credit retailers

The instalment credit sales of general mail order houses, which account for the greater part of the credit business of this group of traders, were 4 per cent higher than in May 1968, a smaller increase than that recorded in April; as this series tends to be a little erratic, this change in experience probably has little significance.

Debt outstanding to this group of retailers rose slightly in the month.

Table 4. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage increases compared with a year earlier.

Average of 1961 = 100

(H.P. and other instalment credit sales in 1961 £ million)	Total of Selected Kinds of Business (§)		Durable Goods Shops Total (†)		Department Stores		Other Instalment Credit Retailers					
							Other General Stores (‡) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)	
	(£673)		(£303)		(£54)							
1966	124	- 3	93	-17	103	- 1	125	- 6	184	11	93	- 2
1967	128	3	94	2	108	5	119	- 4	195	6	92	- 2
1968	137	7	102	8	115	7	120	1	210	8	93	1
1968 1st quarter	129	20	111	38	105	18	96	7	188	10	69	—
2nd quarter	124	6	86	4	104	8	110	—	201	8	85	2
3rd quarter	120	4	96	4	102	3	102	- 1	175	5	84	2
4th quarter	173	2	113	- 7	149	1	174	—	278	8	132	1
1969 1st quarter	116	-10	87	-22	98	- 7	89	- 7	187	- 1	65	- 7
1968 January	112	15	104	27	121	20	86	4	141	6	60	1
February	131	19	112	36	98	21	93	6	196	9	65	7
March*	142	24	117	50	98	15	105	8	219	14	80	- 5
April	119	2	83	1	102	7	108	3	188	2	86	7
May	128	4	88	3	109	5	113	- 4	208	7	88	- 6
June*	125	10	87	8	101	12	109	1	205	14	83	4
July	117	5	94	6	116	5	103	—	164	6	86	2
August	114	6	93	6	91	5	93	1	167	7	80	6
September*	127	1	100	—	101	- 1	109	- 2	191	3	84	- 1
October	159	3	115	- 1	123	- 2	130	1	263	7	84	- 2
November	178	3	116	- 6	140	3	165	- 4	299	11	113	1
December*	181	—	110	-12	178	2	216	2	274	8	185	2
1969 January	107	- 4	88	-15	117	- 3	83	- 3	151	7	58	- 4
February	114	-13	87	-22	90	- 8	91	- 2	182	- 7	55	-15
March*	126	-11	86	-27	89	- 9	92	-12	219	—	77	- 3
April	125	5	83	—	115	12	102	- 5	208	11	84	- 2
May	135	5	91	3	122	13	126	11	216	4	93	6

(Continued on next page)

TABLE 4, *continued*

(H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total)								Furniture Shops						Other Durable Goods Shops			
	Total (£303)		Multiples (£161)		Independents (£110)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143)(‖)		Radio and electrical, etc. goods shops(¶) (£82)	
1966	93	-17	100	-15	82	-19	95	-19	93	-15	94	-15	92	-15	92	-19	76	-21
1967	94	2	104	4	81	- 1	91	- 4	88	- 5	86	- 8	90	- 2	101	9	82	7
1968	102	8	113	8	87	8	96	5	90	2	87	1	94	4	113	13	90	11
1968 1st quarter	111	38	121	39	98	39	107	36	96	27	92	26	100	28	125	48	101	46
2nd quarter	86	4	98	6	71	3	77	- 4	80	5	80	8	81	3	93	5	72	6
3rd quarter	96	4	109	6	79	1	90	1	83	- 1	79	—	86	- 2	109	8	84	4
4th quarter	113	- 7	123	- 8	101	- 4	109	- 7	101	-13	96	-19	107	- 9	125	- 1	104	- 3
1969 1st quarter	87	-22	95	-21	77	-22	78	-27	71	-26	66	-28	77	-24	102	-18	83	-19
1968 January	104	27	105	23	99	30	111	34	94	20	83	15	104	24	111	31	97	36
February	112	36	121	35	99	38	108	44	96	24	97	22	94	25	127	45	106	43
March*	117	50	134	54	96	47	103	32	99	36	95	38	102	35	136	64	102	58
April	83	1	95	2	69	- 1	75	—	81	4	84	11	78	- 2	87	- 2	70	2
May	88	3	101	6	72	2	78	- 8	81	6	81	11	81	2	98	3	77	7
June*	87	8	98	10	72	8	77	- 5	80	5	76	2	83	7	95	13	70	7
July	94	6	103	7	81	5	93	3	86	5	82	9	90	3	102	7	79	3
August	93	6	106	7	77	6	85	6	81	4	77	5	85	3	106	8	85	11
September*	100	—	116	4	79	- 6	90	- 4	82	- 9	80	- 9	84	- 9	118	8	88	—
October	115	- 1	128	- 1	98	1	106	- 9	97	- 9	90	-16	103	- 3	133	7	103	2
November	116	- 6	124	- 9	102	- 4	123	—	101	-13	89	-19	113	- 8	127	- 2	102	- 3
December*	110	-12	117	-14	103	- 7	99	-10	105	-17	106	-20	105	-13	117	- 7	106	- 7
1969 January	88	-15	92	-12	83	-16	84	-25	76	-19	66	-21	86	-17	100	-10	82	-16
February	87	-22	96	-21	79	-20	68	-37	72	-24	70	-28	75	-21	104	-18	87	-18
March*	86	-27	97	-28	70	-27	82	-20	67	-32	63	-34	71	-31	103	-24	80	-21
April	83	—	96	1	66	- 4	80	7	73	-10	77	- 8	69	-11	93	7	73	4
May	91	3	106	4	73	—	80	3	81	1	85	5	78	-3	102	5	74	-4

(†) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (‡) Includes credit traders calling on customers. (§) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (‖) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (¶) Comprises radio and electrical goods shops, cycle and perambulator shops.

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage increases compared with a year earlier.

Monthly average 1961 = 100

(£ million 1961)	All goods (£574)		Private cars - new (£93)		Private cars - used (£190)		Commercial motor vehicles - new and used (£89)		Motor-cycles, side-cars, power assisted cycles (£38)		new and used Caravans (£12)		Farm equipment and tractors (£12)		Industrial and building plant and equipment (£48)		Household goods (†) (£59)		Other goods (£33)	
1966	108	-15	132	-23	117	-14	87	- 4	42	-29	121	- 2	109	6	158	-10	57	-20	140	-11
1967	120	11	152	16	137	17	90	3	44	5	115	- 5	110	—	180	14	59	4	131	- 6
1968	124	3	146	- 4	138	—	102	14	46	4	143	25	103	- 6	174	- 3	70	18	158	21
1968 1st quarter	139	48	184	67	155	63	116	45	44	96	134	38	92	- 2	192	12	74	36	164	28
2nd quarter	125	3	135	- 3	142	6	106	6	33	- 9	170	24	91	- 9	185	- 9	63	17	163	21
3rd quarter	122	-12	143	-22	144	-19	89	- 1	54	- 5	172	25	111	-17	155	-12	66	18	144	16
4th quarter	108	-14	121	-31	109	-24	98	7	34	-15	98	10	120	5	165	- 2	76	6	160	18
1969 1st quarter	110	-21	122	-34	113	-27	114	- 2	26	-39	114	-15	91	- 1	160	-17	63	-15	172	4
1968 January	124	43	163	53	123	58	106	45	32	102	94	54	78	- 4	193	21	84	37	174	21
February	134	50	181	71	158	67	101	35	45	107	125	42	90	6	175	15	65	31	147	25
March	160	50	207	76	183	63	141	54	54	85	182	29	107	- 8	208	2	74	40	171	40
April	120	10	124	5	137	23	101	9	52	19	147	17	88	-17	174	-22	63	33	165	24
May	140	18	149	11	156	24	121	13	55	-21	191	39	99	12	220	13	68	19	183	43
June	116	-15	133	-21	134	-20	94	- 5	53	-14	172	15	85	18	160	-17	56	2	142	- 2
July	128	- 9	126	-35	158	-13	99	10	57	- 6	189	32	108	-19	169	- 1	69	28	165	32
August	130	- 3	178	2	146	-13	88	—	60	5	174	26	116	-15	169	- 4	68	24	143	19
September	108	-24	124	-31	129	-29	80	- 7	46	-15	153	16	108	-16	127	-31	62	4	124	- 2
October	129	-13	150	-28	145	-20	110	5	50	- 4	136	20	122	—	172	- 9	81	15	154	15
November	111	-24	132	-42	109	-36	100	4	35	-13	87	—	122	- 8	162	-12	77	3	175	23
December	84	2	81	-14	73	- 6	84	17	16	-39	70	6	115	31	161	20	70	1	152	15
1969 January	102	-17	104	-36	99	-20	106	—	20	-36	77	-18	111	43	160	-17	73	-13	186	7
February	104	-23	117	-35	111	-30	109	7	25	-44	102	-18	66	-27	137	-22	58	-12	153	4
March	125	-22	145	-30	129	-29	128	- 9	34	-37	162	-11	96	-10	183	-12	58	-21	176	3
April	128	7	152	23	140	2	124	23	39	-25	207	41	107	21	168	- 3	55	-14	171	4
May	120	-14	128	-14	130	-16	120	-1	40	-27	168	-12	109	10	157	-29	57	-16	181	-1

(†) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

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Britain's major role in Greek shipping exhibition

A report from the British Embassy, Commercial Department, Athens

POSEIDON – god of the sea from Ancient Greek mythology – lent his name to a new International Shipping Exhibition, 'Posidonia '69', which has just closed in Athens.

It was here in the Zappeion Palace, however, that myth ended and the reality of thriving shipbuilding industries throughout the world was brought home to shipowners, in the capital of one of the world's largest maritime nations. Fittingly, Britain played a major part. The British Marine Export Council and the Shipbuilders and Repairers National Association, in a joint venture with the Board of Trade, occupied almost a third of the whole exhibition area in three large halls. Sir Hugh Casson designed the centre-piece, a multiscreen film projection of maritime scenes. And the exhibition as a whole was mounted by a British firm, Maritime Presentations.

The overall design of the British stands by the Central Office of Information gave visitors the impression of walking along the deck of a ship, with the exhibits displayed behind the traditional ships' teak-capped railing. In addition, several British companies and two British banks exhibited independently and many other British products were seen on the stands of their Greek agents.

The exhibition was opened by the Greek Minister of Mercantile Marine, Professor John Holevas, who, accompanied by the Archbishop of Athens, Archbishop Ieronimos, later toured the British stands with the British Ambassador, Sir Michael Stewart.

One of the features of the week was the gathering together in Athens of many leading Greek shipowners who spend most of the year in London and other shipping centres, and seldom meet on Greek soil. They took full advantage of their stay in Athens to meet British manufacturers both on the stands and at the many social occasions that marked the week.

Many of Britain's leading shipbuilders were represented in the SRNA hall, with the Doxford Shipyard, who have enjoyed a long association with Greek owners, showing models of their bulk carriers and dry cargo ships, for which they have orders for 10. Other well-known shipbuilders exhibiting were the Scott Lithgow Group, who announced an important order for two bulk carriers during the exhibition, Upper Clyde Shipbuilders Ltd. and Cammell Laird & Co.

A wide range of marine equipment was on display by British firms under the sponsorship of the BMEC. The exhibits included automation and control equipment, deck machinery, navigational aids, communications equipment, propellers, diesel engines, pumps and compressors, refrigeration compressors, stabilizing systems, lifesaving equipment, ropes, valves and pipefittings, tank cleaning equipment, cathodic protection systems, oil heating equipment, oil purifiers, seawater distillation plant, marine level gauges, emergency pressure release valves, and hovercraft. In addition, BMEC ran a comprehensive information service at the exhibition which was geared to act as a contact point for visitors to reach the whole of the British marine equipment industry.

It is not possible here to name all the companies who mounted this formidable attack on this vast market but one, Bailey Meters and Controls Ltd. of Croydon, reported considerable interest in their fully-automated engine room bridge control consoles and their oil in water trace detection system. A small company tackling a major problem is Acorn Marine Booms Ltd. of London, who demonstrated their boom, which is specifically designed to combat oil pollution, in the sea at Phaleron Bay; they reported much interest from harbour authorities.

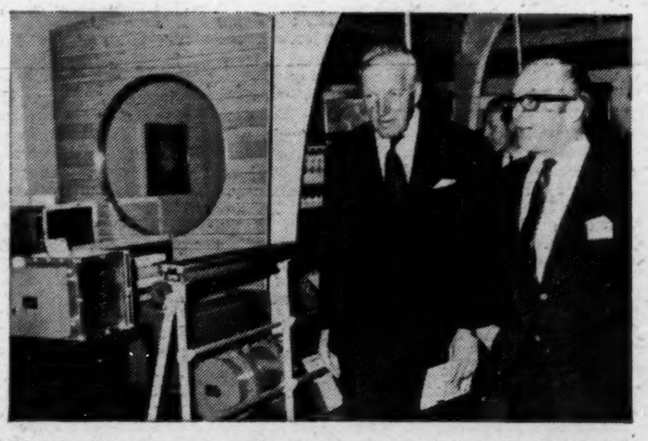
The British exhibitors were not without competition. It came primarily from the Americans, who exhibited a full-size Pratt & Whitney gas turbine marine propulsion unit, the Japanese, Germans, Italians, Danes and the Poles. But competition is only a spur to greater effort and British exhibitors generally have expressed satisfaction with their showing. A firm bridgehead has been established for further penetration into this expanding maritime market. Greek shipowners control over 30 million tons of shipping and they are pushing this figure up year by year.

First London Gifts Fair attracts 11,000

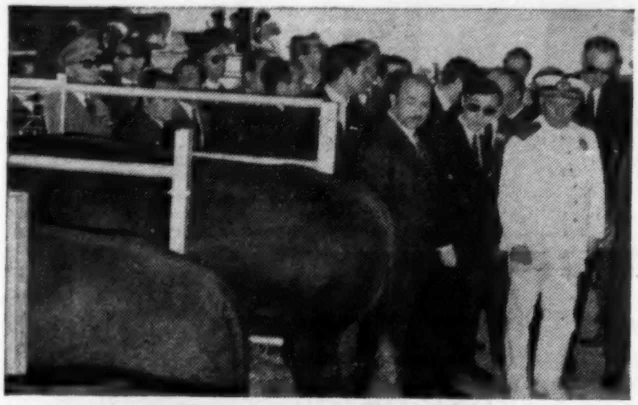
DURING the four days of the first London International Gifts Fair, which ended on June 19, about 11,000 buyers passed through the exhibition turnstiles, report the organizers. The total included representatives from 40 overseas countries.

Mr. Elkan Simons, chairman of the fair, announced that the majority of the 350 exhibitors had said they would be participating in the next London International Gifts Fair, at Earls Court, which will open on Monday, June 15, 1970.

Lord Brown, Minister of State, Board of Trade, was one of the visitors to the International Gifts Fair, London, to be intrigued by the Newtons Cradle on the Scientific Demonstrations stand. Lord Brown was touring the Fair after carrying out the official opening ceremony on June 16.



Touring British stands at the 'Posidonia '69' International Shipping Exhibition in Athens, Sir Michael Stewart (left), British Ambassador, accompanied by Mr. Donald Maxwell, director of the British Marine Export Council.



Admiral Américo Thomaz, President of Portugal (right foreground), saw a fine display of British cattle during his tour of the Santarem Agricultural Fair. Behind the President, on the right, is Sir Anthony Lambert, the British Ambassador.

Exhibition organizers elect Council

THE ASSOCIATION of Exhibition Organizers have elected a Council as governing body of the Association.

The members of this Council are: Mr. F. S. Batchelor of Iliffe Exhibitions Limited, Mr. Kenneth Corney of Associated Newspapers Limited, Mr. A. A. Goode of the Society of Motor Manufacturers and Traders Limited, Mr. J. H. Hemming of Brintex Exhibitions Limited, Mr. P. A. Mahoney of Industrial Exhibitions Limited, Mr. H. B. G. Montgomery of the Building Trades Exhibition Limited, Mr. Ian C. Trafford, of Industrial & Trade Fairs Holdings Limited, Mr. T. A. Webb of National Boat Shows Limited and Mr. N. R. Wooldridge of the British Furniture Manufacturers Exhibitions Limited. The director is Mr. G. A. M. Ritson.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Santarem Fair opens up opportunities for British agricultural equipment manufacturers in a rapidly growing market

A report from the British Embassy, Lisbon

THE International Agricultural Fair at Santarem, Portugal, which this year took place from June 1 to 15, has now become an international event, having developed from the old regional Feira do Ribatejo, which first took place 16 years ago. It was as usual opened by Admiral Américo Thomaz, President of the Republic.

In company with those of several other European countries, a permanent British Pavilion is maintained at the fair. This pavilion is varied and improved annually in order to accommodate an increasing number of exhibitors. British participation is under the auspices of the British Agricultural Export Council, in collaboration with the Board of Trade and the Central Office of Information.

This year Lord Avon visited the fair on the second day in his capacity as president of the Hereford Herd Book Society, to present awards to the Portuguese Hereford Association. The association, which has imported breeding stock from Britain, maintained a separate pavilion at the fair and showed a fine selection of cattle.

During his opening tour the President of the Republic visited the British Pavilion where he was met by the British Ambassador, Sir Anthony Lambert, and Mr. Everall, a council member of the BAEC. He then toured the pavilion, discussing and showing great interest in the exhibits. British Day was held on June 3. The British Pavilion was host to leaders of the farming and business communities and to ministers and government officials concerned with agriculture. A reception followed at which Aberdeen Angus beef, especially flown out from Britain, was included in the cold buffet.

Twenty-four firms exhibited in the British Pavilion which, for the second year in succession, included an outside display of agricultural machinery. Within the pavilion chemicals and veterinary products were well represented. Seed potatoes were shown by the Seed Potato Marketing Board of Northern Ireland and aroused considerable interest among both large farmers and the country people visiting the fair.

Eighteen head of cattle were shown this year. These included Devons for the first time, Friesians and Herefords, which are all among the breeds officially encouraged by the Portuguese Government for importation into Portugal for the improvement of the cattle industry. A feature of the cattle section of the British Pavilion was a fully operative spray race manufactured by Cooper McDougall and Robertson.

The Santarem Fair is a well publicized event in Portugal and visited by most of the leading farmers and landowners. Through the efforts of the British Agricultural Export Council, the Central Office of Information and the British Embassy in Lisbon, British exhibitors at the fair received an excellent press coverage. As in previous years, public and official comment on the British Pavilion was most favourable and confirmed that the fair undoubtedly provides excellent publicity for British products.

It is, of course, impossible to assess immediately after such an event the returns it will finally bring in terms not only of orders placed but of interest generated in British agricultural methods, products and equipment. But in its programme of stimulation and modernization of the national economy, the Portuguese Government is paying considerable attention to the mechanization and modernization of agriculture, and there is no question but that the present offers a unique opportunity for British agriculture to play its part. In particular, the British Agricultural Export Council and the British Embassy in Lisbon have been investigating thoroughly Portugal's agricultural requirements, and are in a position to advise British manufacturers and exporters who believe that they may be in a position to provide what Portugal needs.

Exhibiting at Brno

'AN EXCELLENT way of promoting trade with Czechoslovakia' was how British participation in the Brno International Trade Fair was described by Mr. L. Friedman, deputy chairman of the Czechoslovak Section of the London Chamber of Commerce and chairman of the East European Section of the Birmingham Chamber of Commerce, at a conference on the fair in London last week. The Board of Trade is organizing two joint ventures – with the Scientific Instrument Manufacturers Association and with the Federation of Manufacturers of Construction Equipment – at this event, which will take place from September 7 to 16.

Trade with Czechoslovakia appeared to be developing in the direction of co-operation – technological agreements, exchange of know-how, and so on – said Mr. Friedman, and the Brno Fair presented an excellent opportunity for business discussions on these topics.

Speaking about the organization of the fair, Mr. L. Silhavy, Czechoslovak Commercial Counsellor in London, said that this year the official national stands would be replaced by information bureaux. The 'quality' theme at Brno was influenced by the fact that 1969 was Quality and Reliability Year in Czechoslovakia.

British participation in the Fair, said Mr. Silhavy, reflected the increasing amount of trade and of industrial and commercial co-operation which was developing between Britain and Czechoslovakia.

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, attended the reception which followed the conference.

Wool Cloth for British Week Vienna

AN ANNOUNCEMENT by the National Wool Textile Export Corporation states that in Austria, the 'Woven in the British Isles' mark has replaced earlier labels to distinguish British wool cloth. This market is taking an increasingly important place in the corporation's activities in Europe, evidence of which is provided by their participation in the British Week in Vienna. A hundred lengths of wool cloth will be seen in the Council of Industrial Design exhibition – one of the central group of displays at the Kuenstlerhaus – and wool cloth and garments made from it will be prominent in the shop displays throughout the city. The NWTEC is also organizing a competition throughout Austria to assess public interest in British wool cloth, which will begin some three weeks before the British Week itself. Entry forms for this will be available from 500 retail stores and there will be many valuable prizes, including two British mini-cars.

In the last nine years exports of British wool cloth to the EFTA countries have increased by 55 per cent, while sales of yarn have risen by 162 per cent. The combined value of these exports has gone up in the same period from £9.3 million to £16.7 million.

Joint venture at Gothenburg Sea Transport Fair

by J. O. May, CBE, HM Consul-General, Gothenburg

THE SECOND International Sea Transport and Marine Equipment Exhibition which like the first of its kind here in April, 1967, had the title 'From door to door across the sea', was opened at Gothenburg on June 5 by the Swedish shipowner and industrialist Mr. Axel Axelson Johnson, in his capacity as president of the International Cargo Handling Co-ordination Association (ICHCA) which had held its 9th International Conference in Gothenburg immediately before the exhibition.

A total of 119 companies from 12 countries participated in the exhibition, the main theme of which, as in 1967, was the development of container and roll-on roll-off shipping services. Most of the participating non-Swedish companies were represented by their local agents, but a number of companies and port authorities (such as Copenhagen, Oslo and Kiel) had their own stands. Apart from Hungary, whose officially sponsored stand was devoted to the products of the Hungarian Shipyards and Crane Factory, the only country to participate on a national basis was the United Kingdom. This was in the form of a joint venture sponsored by the Board of Trade in conjunction with the London Chamber of Commerce. The dozen or so British participants included the Hydrographic Department of the Ministry of Defence, which had an attractive stand displaying *inter alia* a selection of the Admiralty's new metric charts. Two of the Royal Navy's most modern survey ships, HMS 'Fawn' and HMS 'Fox', were present in Gothenburg during the exhibition as part of a visiting British Naval Squadron, and one of these survey ships gave a demonstration at sea of the latest British survey equipment. The stand of Lloyds Register of Shipping, whose chairman, Mr. A. C. Grover, visited the exhibition, displayed the various facets of their services. Similarly, the stand of Clarkson & Co. illustrated the various aspects of that company's activities, particularly their connections with Sweden. The Aberdeen Harbour Board, in conjunction with the North East of Scotland Development Committee, had a stand showing representative Scottish products, and the other British participants covered a wide range of marine equipment, diesel engines and so on.

The exhibition, being regarded as a specialized one, was not open to the general public. The Fair authorities claim that during its six days the exhibition was visited by some 8,000 persons from a variety of countries, with buyers from as far afield as Japan, Chile and Australia. One or two of the British exhibitors reported some worth-while inquiries, but by and large the results hardly came up to expectations.

Although the exhibition was well organized, and contained a number of interesting exhibits, attendance was considerably smaller than had been expected. The rival attraction of the 'Poseidonia' exhibition in Athens at the same time as the Gothenburg one undoubtedly restricted British and other foreign participation at Gothenburg. Interest in the latter would probably have been greater if it had been opened whilst the International Cargo Handling Conference was still in progress. Last, but perhaps not the least factor, the unusually fine weather throughout the six days of the exhibition doubtless kept people away who might otherwise have attended.

100 overseas exhibitions for London Chamber

THE LARGE British section, organized by the Board of Trade and the London Chamber of Commerce, at the International Container Services and Equipment Exhibition, Melbourne (June 23 to 27), brings the number of British exhibitions or British Sections in overseas trade fairs organized by the London Chamber of Commerce within 3½ years to 100. The Chamber reports that these overseas events have taken place in 29 countries in all the five continents of the world.

It is difficult to measure the direct results of these 100 exhibitions, but the London Chamber estimates that they have produced over £55 million of additional exports.

The London Chamber is currently working on a further 60 overseas exhibitions in conjunction with the Board of Trade.

These cover computers; nuclear engineering; water treatment; all types of electrical, mechanical and electronic engineering; industrial equipment; consumer durables; hotel and catering industry; radio and television; printing and packaging industry; chemical engineering; clothing and knitwear; textile machinery and consumer goods of all kinds.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Changes in the Programme of Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (published on March 7, 1969)

Owing to the imminent change of Board of Trade telephone numbers shown here, publication of the full four-monthly supplement has been postponed until August 6.

SECTION I

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE

Further details about an event may be obtained from the Officer named (Tel. 01-222 7877 except where otherwise shown). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Tel. 01-222 7877, Ext. 3069).

(a) GENERAL

DELETE – 1969

Turin: INTERNATIONAL MOTOR SHOW – October 29-November 9, 1969

Milan: SCIENTIFIC AND TECHNOLOGICAL INSTRUMENT FAIR – November 1969

AMENDMENTS – 1969

Vienna: INTERNATIONAL AUTUMN TRADE FAIR – September 7-14, 1969
This entry should be amended to read:
(1) Joint venture with the London Chamber of Commerce.
(2) Joint venture with the Birmingham Engineering and Building Centre.

Tehran: SECOND ASIAN INTERNATIONAL TRADE FAIR – October 5-24, 1969
A British Pavilion organized by the Board of Trade. (All space allocated – reserve list in operation.)
(J. R. Schaffer, Ext. 2785)
This entry should be amended to read:

Tehran: SECOND ASIAN INTERNATIONAL TRADE FAIR – October 5-24, 1969
A British Pavilion organized by the Board of Trade.
(J. R. Schaffer, Ext. 2785)

(b) SPECIALIZED

DELETE – 1969

Belgrade: INTERNATIONAL FAIR OF BUILDING TRADE AND EQUIPMENT, MODERN FURNITURE AND EQUIPMENT FOR INTERIOR DECORATION OF FLATS AND OTHER STRUCTURES – October 4-12, 1969

San Francisco: ATOM FAIR '69 – December 1-3, 1969

AMENDMENTS – 1969

Moscow: INTERNATIONAL EXHIBITION OF THE LATEST SCIENTIFIC ACHIEVEMENTS IN BLOOD TRANSFUSION AND HAEMATOLOGY (BLOOD SERVICE) – August 16-24, 1969
This entry should be amended to read:
A joint venture with the British Hospitals Export Council. Firms interested should contact the Export Council.
(Mr. J. R. Schaffer, Ext. 2785)

Milan: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE EXHIBITION (MACEF) – September 6-10, 1969
This entry should be amended to read:
Joint venture with the British Artmetal Manufacturers Export Group. Firms interested in participation should contact the Export Group.

BUSINESSMEN WARMLY INVITED TO

ASIA 69

2nd ASIAN INTERNATIONAL TRADE FAIR

ORGANIZED BY THE GOVERNMENT OF IRAN

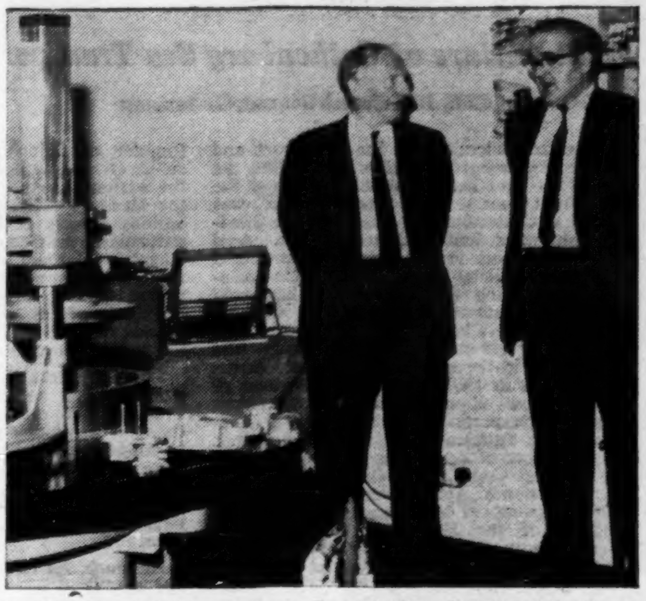
SUPPORTED BY THE UNITED NATIONS

- Examine the newest products of 3000 companies from 40 countries of Asia, Australia, Europe and North America.
- Take part in practical conferences on marketing, industrial development and petrochemicals,
- Meet leaders of trade and industry from 50 industrial and developing countries.
- Enjoy Tehran's excellent climate and hotels.
- Full information and business visitors' cards from Asian International Trade Fair, P.O. Box 22, Tajrish, Tehran - Iran.

TEHRAN-IRAN

5-24 OCT. 1969

A WARM WELCOME AND GOOD ACCOMMODATION ASSURED.



Lord Brown, Minister of State, Board of Trade, visited the Payne Products International stand at the Poznan Trade Fair. He is seen here (left) with Mr. Harry Manning, Payne's product manager. The company received sizeable inquiries during the Fair for Lapmaster flat lapping machines and several orders are expected.

Bologna: INTERNATIONAL BUILDING INDUSTRIALIZATION EXHIBITION – October 4-12, 1969
This entry should be amended to read:
Trade Information Stand manned by the City of Westminster Chamber of Commerce.

Milan: INTERNATIONAL EXHIBITION AND CONGRESS OF PAPER AND PRINTING (GEC) – October 4-12, 1969
This entry should be amended to read:
Joint venture with the British Printing Machinery Association.

Vienna: LADIES FASHION SHOW – October 19-22, 1969
This entry should be amended to read:
Joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.

ADDITIONS – 1969

Vienna: INTERNATIONAL EXHIBITION OF REPRODUCTION FURNITURE – September 2-28, 1969
Probable joint venture with the British Furniture Manufacturers Export Club. Firms interested in participation should contact the Export Club.
(Miss F. King, Ext. 2782)

Turin: INTERNATIONAL CLOTHING EXPORT MARKET (SAMIA) – September 5-8, 1969
Joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss F. King, Ext. 2782)

Kansas City: ASSOCIATION OF DIESEL SPECIALISTS CONVENTION – September 30-October 4, 1969
A joint venture with the Society of Motor Manufacturers and Traders.
(Miss G. Adams, Ext. 2788)

Ostrava (Czechoslovakia): INTERNATIONAL EXHIBITION OF LABORATORY EQUIPMENT 'INTERLAB' – October 7-15, 1969
A possible joint venture with the Scientific Instrument Manufacturers' Association. Firms interested in participation should contact the Association.
(Mr. B. L. Banks, Ext. 3558)

Turin: MODA SELEZIONE FAIR – October 24-27, 1969
Joint venture with Clothing Export Council.
(Miss F. King, Ext. 2782)

Chicago: AUTOMOTIVE PARTS AND ACCESSORIES ASSOCIATION SHOW – November 3-5, 1969
Possible joint venture with the Society of Motor Manufacturers and Traders.
(P. J. Dring, Ext. 2786)

New York: AMERICAN STAMP DEALERS ASSOCIATION NATIONAL POSTAGE STAMP SHOW – November 1969
Possible joint venture with the Philatelic Traders Society.
(Miss J. M. Coker, Ext. 2624)

ADDITIONS – 1970

Los Angeles: SOUTHERN CALIFORNIA BOAT SHOW – January 23-February 1, 1970
A probable joint venture with the Ship and Boat Builders National Federation.
(Miss G. Adams, Ext. 2788)

Paris: EUROPEAN MENSWEAR EXHIBITION – February 7-10, 1970
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(R. J. Ager, Ext. 2783)

New York: AUTOMOTIVE ACCESSORIES MANUFACTURERS OF AMERICA EXPOSITION – February 8-12, 1970
Possible joint venture with the Society of Motor Manufacturers and Traders.
(Miss J. M. Coker, Ext. 2624)

Paris: KNITTING INDUSTRIES EXHIBITION – February 1970
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(R. J. Ager, Ext. 2783)

Seattle: HEALTH, RECREATION AND PHYSICAL EDUCATION SHOW – April 3-7, 1970
A possible joint venture with the Physical Education Association. Firms interested in participation should contact the association.
(Miss G. Adams, Ext. 2788)

New York: NATIONAL PACKAGING EXPOSITION – April 20-23, 1970
Possible joint venture with the Institute of Packaging. Firms interested in participation should contact the Institute.
(Miss J. M. Coker, Ext. 2624)

Munich: SECOND INTERNATIONAL TRADE EXHIBITION AND CONGRESS FOR BIOCHEMICAL ANALYSIS (ANALYTICA) – April 29-May 2, 1970
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(K. J. C. Edgington, Ext. 2436).

Novi Sad: INTERNATIONAL AGRICULTURAL FAIR – May 1970
A possible joint venture with the Agricultural Engineers Association. Firms interested in participation should contact the Association.
(Mr. B. L. Banks, Ext. 3558)

Moscow: MODERN EQUIPMENT AND TECHNOLOGICAL PROCESSES IN LIGHT INDUSTRY (TEXTILE MACHINERY) INLEGMASH '70 – June 2-16, 1970
A probable British Pavilion. The Board of Trade is not at this stage inviting applications from firms, but any firm which would wish to have further information as it becomes available may register its preliminary interest with:
(Mr. J. R. Schaffer, Ext. 2785)

Mr. Alan Rothnie, the newly arrived Consul-General in Chicago (centre), examines a fish and chip frying range exhibited by John Rouse (Oldham) Ltd., at the National Restaurant Show in Chicago. With Mr. Rothnie are (right) Mr. B. Kelly, the company's United States agent, and Mr. Sam Black, of the London Chamber of Commerce.

ADDITION – 1971

Frankfurt: INTERNATIONAL EXHIBITION FOR HEATING AND PLUMBING EQUIPMENT – March 31-April 4, 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(K. J. C. Edgington, Ext. 2436)

(c) British weeks and Store Promotions

ADDITIONS – 1969

Kyushu, Japan: IZUTSUYA DEPARTMENT STORE GROUP – October 17-22, 1969
This British Promotion is being held in five stores and will feature consumer goods generally.
The London Buying House is J. Raymond Wilson & Co. Ltd., 4 Chiswell Street, London, E.C.1 (Tel. 01-638 9231).
(Mr. R. A. Hillier, 01-248 5757, Ext. 7215)

Genk, Belgium: BRITISH SHOPPING WEEK – October 17-25, 1969
The local Shopping Centre Committee in Genk (near Hasselt in the Limbourg Province of Belgium) is organizing a Promotion of British consumer goods in the Centre, which comprises about 40 shops and one large store – Au Bon Marche.
(Mr. P. S. E. Hooper, 01-248 5757, Ext. 214).

AMENDMENT – 1969

Tokyo: MAJOR BRITISH WEEK – September 26-October 5, 1969
Final preparations for this British Week are now in progress. All indications are that this will be a highly successful event. The support of the major stores is assured. Over 30 missions have visited Tokyo in the past year and many store buyers have been to Britain. Capital as well as consumer goods are being promoted.
The Week is being organized by the Board of Trade in association with the British National Export Council's Asia Committee, and manufacturers seeking information should contact *without delay* either Mr. I. Trevor, BNEC Asia Committee, British National Export Council, 6-14 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121) or the Board of Trade as below.
The address of the British Week Office is: British Week Office of the British Embassy, Room 326, Nikkatsu International Building, 1 Yuraku-Cho-1-Chome, Chiyoda-ku, Tokyo, Japan (Tel. 213-8151/5, Telex TK 4653). Director: Mr. Ben Thorne, MBE.
(Mr. A. H. Divers, 01-248 5757, Ext. 7089)

DELETIONS – 1969

Heilbron, Germany: GUSTAV FUCHS STORE PROMOTION – September 22-October 4, 1969

Cleveland, Ohio, United States: THE MAY COMPANY STORE PROMOTION – October 13-November 1, 1969

AMENDMENTS – 1970

Paris, France: LA SAMARITAINE STORE PROMOTION – The dates have been changed to February 11-March 7, 1970

ADDITION – 1970

West Berlin, Germany: BANTAM-SUPER GMBH STORE PROMOTION – January 30-February 8, 1970.
News has just been received of this promotion and further information will be published shortly.
(Mr. P. Holmes, 01-248 5757, Ext. 7243).

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses on page 888 of March 28 issue.)

Amendments and Additions to Classified TRADE FAIRS AND EXHIBITIONS—Section II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Application should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade, Trade Fairs Branch, Broadway Buildings, 54 Broadway, London, S.W.1, will be glad to answer general inquiries. The telephone number is 01-222 7877, extensions:

Eastern Europe, including East Germany	3558
Cologne, Düsseldorf, Offenbach, Weisbaden	2569
Other towns in West Germany	3557
Austria, Italy, Portugal	3072
France (Paris only), Sweden	2783
Other towns in France, Belgium, Luxembourg, Finland, Norway, Denmark	2398
Malta, Netherlands, Switzerland, Spain, Irish Republic	3071
United States, Canada	2788
United Kingdom	3008
The rest of the world	2496

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Addition – 1969

OSAKA: 39TH BUSINESS SHOW – September 21-25
Apply, Nippon Office Management Association, Shuyodan Building, 4-25 Seudagaya, Shibuya-ku, Tokyo.

CHRISTCHURCH: HOTEL AND TRAVEL TRADE FAIR – September 29-October 4
Apply, The Exhibition Director, Hotel and Travel Trade Fair, PO Box 954, Christchurch, New Zealand.

Amendment – 1970

TOKYO: 37TH BUSINESS SHOW – May
This event will take place from May 23-28.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Delete – 1969

LONDON: INTERNATIONAL CONSTRUCTION EQUIPMENT EXHIBITION – October 6-11. At Crystal Palace
This event has been cancelled.

Additions – 1970

BRIGHTON: INTERNATIONAL TRADE FAIR – September 5-12. At Metropole Exhibition Halls
† Apply, The Federation of Sussex Industries, 39 Montpelier Crescent, Brighton, Sussex (Tel. Brighton 26189).

FARNBOROUGH: FLYING DISPLAY AND EXHIBITION – September 7-13 (Public days 11-13). At Royal Aircraft Establishment
† Apply, Society of British Aerospace Companies, 29 King Street, St. James's, London, S.W.1 (Tel. 01-839 3231).

LONDON: FOURTH INTERNATIONAL DIECASTING EXHIBITION – October 5-9. At Olympia
† Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, E.C.1 (Tel. 01-405 5171)

Heraldic lions and banners were used effectively to highlight a recent British Food Fair held by the Stop and Shop store in Chicago. Sales at this event, which lasted for a month, were nearly three times as great as was originally forecast, and many British products were sold out within the first week.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, **Board of Trade Journal,** *Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7878, Ext. 2653/6) and not to HMSO.*

CONTAINERISATION
A developing world of big ideas.
The developers will all be there:
Containers, equipment and handling techniques designed to cut labour costs, save time, and boost profits for exporters everywhere.
INTERNATIONAL FREIGHT CONTAINER & CONTAINER HANDLING EXHIBITION
EARLS COURT LONDON 22-26 SEPTEMBER 1969
Organized by the Freight Container Industry through the S.M.M. & T. and Iliffe Exhibitions Ltd., and sponsored by IPC Business Press Journals in this field.

MAIL THIS NOW FOR FURTHER INFORMATION AND SEASON TICKET
To: The Organizers,
International Freight Container & Container Handling Exhibition,
Dorset House, Stamford Street, London SE1

Name—*please print*: ____________
Company ____________
Address ____________

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Anglo-Soviet trade agreement

THE TEXT of the new Anglo-Soviet long-term trade agreement, operative from July 1, 1969, to December 31, 1975, was published on June 26. (Cmnd. 4091, HMSO and branches, price 9d., by post 1s. 1d.) The agreement is jointly signed by Mr. Anthony Crosland, President of the Board of Trade, and Mr. N. Patolichev, Soviet Minister of Foreign Trade.

After his return from signing the agreement in Moscow, in June, Mr. Crosland told Parliament that he expected that Anglo-Soviet trade, which doubled in value between 1964 and 1968, would continue to grow and he hoped it would become more diversified.

Austria, Italy, Jamaica double taxation

THE BOARD of Inland Revenue announce that the following were published on June 24 as Schedules to draft Orders in Council:

the Double Taxation Convention with Austria, which was signed on April 30;

the Protocol signed on April 28 amending the Double Taxation Convention with Italy; and

the Agreement signed on May 9 amending the Agreement with Jamaica.

Two contracts – totalling £530,000 – to supply battery making machinery were recently signed by representatives of Russia and Chloride Overseas Ltd. – the company in the Chloride Electrical Storage Group which holds the Queen's Award for export achievement. Picture shows Sir Joseph Hunt (right), Chloride director in charge of overseas operations, shaking hands with Mr. Sherbakov of the Russian trade delegation in London after the signing of one of the contracts. The second contract was signed in Moscow recently. Together these two contracts constitute the biggest single order yet received by Chloride for the supply of battery-making machinery and bring the total value of orders for machinery gained by Chloride Overseas Ltd. since its inception three years ago to more than £2¼ million.

UK aid to developing countries

Turkey

THE BRITISH and Turkish Governments have signed a loan agreement for £2¼ million, which will be used for the purchase of goods and services in the United Kingdom required for Turkey's economic development programme.

The loan will be interest free, repayable over 25 years, with a moratorium of two years, staggered to seven.

Inquiries about this notice should be addressed to Commercial Relations and Export Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2497), quoting reference number CRE 16970/G.

Saudi Arabia and Sudan

A TRADE AGREEMENT was initialled between Saudi Arabia and Sudan on May 11, 1969, whereby a large number of agricultural and animal products and a lesser number of manufactured products are exempted from customs duties, while the duty on a few others is reduced by two-thirds.

Further details are available from Tariff Section, Export Services Branch. Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

FILMS FOR EXPORTERS

THE BOARD OF TRADE has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555).

They are:

'Shop Windows for Exports.' A 20-minute 16 mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'Shop Windows' best suited for his product.

'The Friendly Invasion.' This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

'Call Export Intelligence.' A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, its Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo-copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2*s. each*) *and specifications, etc.* (*the price of these varies – see individual notices*) *must be accompanied by a remittance for the correct amount in the form of a cheque or postal order* (*not postage stamps*) *made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.*

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room* H19, *Hillgate House,* 35 *Old Bailey, London, E.C.*4 (*Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 (*Deposit Accounts*), *Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA*).

A giant 'Henley Hermes' forklift truck was loaded into the Blue Funnel cargo liner 'Elpenor' during her recent call at Glasgow. This truck has a capacity of 30 tons and weighs 80,000 lbs. It will be the largest unit ever used by the Port of Singapore Authority and one of the largest units ever sent from the United Kingdom to the Far East.

ARGENTINA

Bulletin 120/69
EMPRESA FERRICARRILES ARGENTINOS:
***Ticket Printing Machines.** July 29. E.S.B. 26530/69/J.

AUSTRALIA

Bulletin 118/69
COMMONWEALTH STORES SUPPLY AND TENDER BOARD:
Automatic Data Processing Equipment. July 24. E.S.B. 25469/69/J.
STATE STORES BOARD:
*5s. **Universal Testing Machine.** (Further Information.) E.S.B. 25827/69/J.

Bulletin 119/69
POSTMASTER-GENERAL'S DEPARTMENT:
*11s. **Telephone Maintenance Tools.** July 17. E.S.B. 26163/69/J.
HYDRO-ELECTRIC COMMISSION OF TASMANIA:
*12s. **Tower Crane.** July 14. E.S.B. 26146/69/J.
MELBOURNE AND METROPOLITAN BOARD OF WORKS:
*47s. **Communication Equipment.** (Further Information.) E.S.B. 25494/69/J.
POSTMASTER-GENERAL'S DEPARTMENT:
*11s. **Switchboard Keys.** (Further Information.) E.S.B. 25097/69/J.

Bulletin 120/69
DEPARTMENT OF SUPPLY:
*11s. **Automatic Vacuum Furnace.** (Further Information.) E.S.B. 25808/69/J.
*10s. **Grinding Machine.** (Further Information.) E.S.B. 25809/69/J.

Bulletin 121/69
ENGINEERING AND WATER SUPPLY DEPARTMENT:
Pumps; Motors. September 25. E.S.B. 26814/69/J.

Bulletin 122/69
PUBLIC WORKS' DEPARTMENT:
Dredging and Reclamation Project. August 20. E.S.B. 26879/69/J.

AUSTRIA

Bulletin 119/69
BUNDESGEBACUDEVER WALTUNG:
Construction of Airport Extension. July 9. E.S.B. 26521/69/J.

BRAZIL

Bulletin 123/69
CENTRAIS ELECTRICAS DO SUL DO BRAZIL:
High Tension Equipment. Closing date not stated. (Prequalification.) E.S.B. 26890/69/J.
COMPANHIA METROPOLITANA DE AGUA DE SOA PAULO:
Butterfly and Rotary Valves. August 25. E.S.B. 26891/69/J.

BURMA

Bulletin 120/69
INDUSTRIAL DEVELOPMENT CORPORATION:
*3s. **Corrugated Cardboard.** July 31. E.S.B. 26582/69/J.

Bulletin 121/69
PEOPLE'S OIL INDUSTRY:
*3s. **Fire Engine.** July 15. E.S.B. 26818/69/J.

CANADA

Bulletin 118/69
MANITOBA HYDRO:
*43s. **Stoplogs.** July 15. E.S.B. 25045/69/J.

Bulletin 119/69
BRITISH COLUMBIA HYDRO AND POWER AUTHORITY:
Penstock Steel Sections. August 5. E.S.B. 26159/69/J.
Dam Power Intake Gates, Hydraulic Hoists, Electric Control Equipment. August 12. E.S.B. 26160/69/J.

CEYLON

Bulletin 118/69
CEYLON TRANSPORT BOARD:
Radio Communication Equipment. August 5. E.S.B. 25879/69/J.

Bulletin 120/69
CEYLON PLYWOODS CORPORATION:
Steel Strapping. September 12. E.S.B. 26150/69/J.
MINISTRY OF LAND IRRIGATION AND POWER)
***Constructional Project.** August 1. (Pre-qualification.: E.S.B. 26590/69/J.
CEYLON FISHERIES CORPORATION:
Vacuum Seamer. July 18. E.S.B. 26506/69/J.
STATE ENGINEERING CORPORATION:
Well Screens. July 29. E.S.B. 26515/69/J.
Electric Motors, Starters, Remote Control Equipment. July 17. E.S.B. 26585/69/J,

Bulletin 121/69
DEPARTMENT OF HEALTH:
Chemicals. August 8. E.S.B. 26589/69/J.

COLOMBIA

Bulletin 122/69
FERROCARRILES NACIONALES DE COLOMBIA:
Freight Car Trucks. Closing date postponed to July 11. (Further Information.) E.S.B. 23585/69/J.
GOVERNMENT OF DEPARTMENT OF ANTIOQUIA:
Dump Truck Chassis. July 15. E.S.B. 26888/69/J.

COSTA RICA

Bulletin 120/69
CONSEJO NACIONAL DE PRODUCCION:
*1s. (In Spanish.) **Rice Cleaning Equipment.** July 24. E.S.B. 26547/69/J.

Bulletin 121/69
INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
*2s. (In Spanish.) **Electric Saws.** July 24. E.S.B. 26853/69/J.
*1s. (In Spanish.) **Telecommunications Towers.** July 26. E.S.B. 26850/69/J.

GREECE

Bulletin 118/69
MINISTRY OF TRADE:
*14s. **Urological Instruments.** July 14. E.S.B. 25838/69/J.
*13s. **Physiotherapy Apparatus.** July 16. E.S.B. 25869/69/J.

Bulletin 119/69
INSTITUTE OF SOCIAL INSURANCE:
*6s. **Magnetoscopic Apparatus.** September 11. E.S.B. 26183/69/J.
MINISTRY OF TRADE:
*15s. **Surgical Apparatus.** July 21. E.S.B. 26174/69/J.
*3s. **Electromagnet.** July 25. E.S.B. 26173/69/J.
*4s. **Surgical Lamps.** July 25. E.S.B. 26172/69/J.

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†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as* 500 *calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only* £10 10*s.*

If you would like a specimen copy get in touch with the Editor, **Export Services Bulletin,** *Board of Trade, Room* H24, *Hillgate House,* 35 *Old Bailey, London, E.C.*4 (*Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA*), *mentioning the products or countries of special interest to you.*

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL
TRANSLATIONS
Contact:– **Dr. FRY'S TRANSLATION SERVICE**
2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. Telephone: PARK 5087 and 7163

Bulletin 120/69
*15s. **Ophthalmological Equipment**. July 23. E.S.B. 25872/69/J.
PUBLIC POWER CORPORATION:
Steel Curves. July 19. E.S.B. 26192/69/J.
Electric Instruments and Apparatus. July 23. E.S.B. 26196/69/J.
Relays. July 18. E.S.B. 26184/69/J.
Storage Indicators. July 17. E.S.B. 26200/69/J.
Hydraulic Compressor. July 28. E.S.B. 26522/69/J.
Pipes. July 26. E.S.B. 26523/69/J.
Electric Cut-outs. July 22. E.S.B. 26195/69/J.
Gauges. July 15. E.S.B. 26198/69/J.
Coil Winding Machine. July 23. E.S.B. 26199/69/J.

Bulletin 121/69
GREEK STATE RAILWAYS:
*10s. **Hand Drills**. July 15. E.S.B. 26832/69/J.
INSTITUTE OF SOCIAL INSURANCE:
*6s. **Calculating Machine**. September 11. E.S.B. 26524/69/J.
PUBLIC POWER CORPORATION:
Recording Instruments. July 19. E.S.B. 26187/69/J.
Pressure Tubes. July 18. E.S.B. 26189/69/J.
Asbestos Cord. July 18. E.S.B. 26190/69/J.
Steel. July 21. E.S.B. 26191/69/J.

Bulletin 121/69
MINISTRY OF TRADE:
*14s. **Cardiological Units**. July 25. E.S.B. 26847/69/J.
*11s. **Cobalt and Cobalt Unit**. July 25. E.S.B. 26828/69/J.
*7s. **Protective Suits**. July 14. E.S.B. 26829/69/J.
*6s. **Pneumological Instruments**. July 28. E.S.B. 26848/69/J.
*8s. **Radio Direction Finder**. July 25. E.S.B. 26830/69/J.
*18s. **Wireless Stations**. July 21. E.S.B. 26570/69/J.
NAVAL HEADQUARTERS:
*8s. **Fork Lift Truck**. July 18. E.S.B. 26568/69/J.

Bulletin 122/69
AGRICULTURAL BANK OF GREECE:
*24s. **Chemicals, Insecticides**. July 18. E.S.B. 26833/69/J.
GREEK STATE RAILWAYS:
*10s. **Rails**. July 25. E.S.B. 26836/69/J.
MINISTRY OF TRADE:
*5s. **Agricultural Machinery**. July 18. E.S.B. 26834/69/J.

INDIA

Bulletin 118/69
BHABHA ATOMIC RESEARCH CENTRE:
*7s. **Voltmeter**. (Further Information.) E.S.B. 24693/69/J.
*5s. **X-Y Recorder**. (Further Information.) E.S.B. 24696/69/J.
*6s. **X-ray Goniometer**. August 19. E.S.B. 25874/69/J.
*6s. **Millivolt Recorder; X-Y Recorder**. August 19. E.S.B. 25875/69/J.
*5s. **Titrator**. August 13. E.S.B. 25891/69/J.
*5s. **Spectrophotofluorometer and Accessories**. August 13. E.S.B. 25892/69/J.
*5s. **Signal Generator**. August 13. E.S.B. 25893/69/J.
*5s. **Oscilloscope**. August 14. E.S.B. 25894/69/J.
*5s. **Tritium Monitor**. August 14. E.S.B. 25895/69/J.
*5s. **Potentiometer**. August 14. E.S.B. 25896/69/J.
*5s. **Thermo Recording Balance**. August 18. E.S.B. 25897/69/J.
*5s. **Differential Voltmeter**. August 18. E.S.B. 25898/69/J.
*5s. **Time Marker**. August 18. E.S.B. 25899/69/J.
*5s. **Air Filter**. August 19. E.S.B. 25900/69/J.
HEAVY ELECTRICALS (INDIA) LTD.:
*7s. **Steel Plates**. (Further Information.) E.S.B. 23625/69/J.
DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:
*50s. **Lead Pig Ingot**. July 16. E.S.B. 25877/69/J.
MAHARASHTRA INDUSTRIAL DEVELOPMENT CORPORATION:
Pre-stressed Concrete Pipe. August 12. E.S.B. 25890/69/J.
HEAVY ENGINEERING CORPORATION LTD.:
Furnaces. August 1. E.S.B. 25848/69/J.

Bulletin 119/69
BHARAT HEAVY ELECTRICALS LTD.:
***Feeler Gauges**. August 12. E.S.B. 26169/69/J.
HINDUSTAN COPPER LTD.
Wire Rope. August 2. E.S.B. 26170/69/J.
HINDUSTAN SHIPYARD LTD.
***Air Conditioning and Heating Equipment**. Closing date extended to July 21. (Further Information.) E.S.B. 18221/69/J.
INDIAN DRUGS AND PHARMACEUTICALS LTD.
*4s. **Canisters**. July 15. E.S.B. 26171/69/J.
BEAS PURCHASE ORGANIZATION:
***Trailers**. (Further Information.) E.S.B. 23051/69/J.

Bulletin 120/69
CONTROLLER OF STORES AND PURCHASE:
Brinell Hardness Tester. August 21. E.S.B. 26808/69/J.
Pneumatic Hammer. August 22. E.S.B. 26809/69/J.
HEAVY ENGINEERING CORPORATION LTD.:
Circular Saw. August 20. E.S.B. 26807/69/J.

Bulletin 121/69
PUBLIC WORKS DEPARTMENT:
***Construction of Water Treatment Plant**. (Further Information.) E.S.B. 22682/69/J.
BHABHA ATOMIC RESEARCH:
Valves. July 28. E.S.B. 26545/69/J.
Radiation Shielding Windows. August 16. E.S.B. 26846/69/J.
DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:
***Railway Testing Equipment**. August 6. E.S.B. 26838/69/J.
BHARAT HEAVY ELECTRICALS LTD.:
Valves. July 22. E.S.B. 26869/69/J.
Billets. July 15. E.S.B. 26870/69/J.
HINDUSTAN CABLES LTD.:
Copper Wire Bars. July 16. E.S.B. 26884/69/J.
Foil and Paper Lapping Machine. July 15. E.S.B. 26885/69/J.
WEST BENGAL STATE ELECTRICITY BOARD:
Radio Accessories. July 16. E.S.B. 26882/69/J.
Power Line Communication Equipment. July 21. E.S.B. 26883/69/J.

IRAN

Bulletin 118/69
NATIONAL IRANIAN STEEL CORPORATION:
Railway Rails and Switches. August 9. E.S.B. 25878/69/J.

Bulletin 119/69
IRANIAN STATE RAILWAYS:
*8s. (Conditions.) **Iron Ingots**. August 13. E.S.B. 26144/69/J.

Bulletin 121/69
*17s. **Waggonettes**. August 11. E.S.B. 26145/69/J.

Bulletin 122/69
*14s. **Pipes, Valves and Specials**. August 16. E.S.B. 26147/69/J.
*9s. **Iron Ingots**. August 13. E.S.B. 26881/69/J.
*14s. **Rail Anchor Clips**. Closing date postponed to July 23. E.S.B. 16209/69/J.

Mr. D. Drummond Angus, deputy chairman of George Angus & Co. Ltd., explains the workings of a circular loom to Mr. A. Landa, Agent General for New South Wales, during his visit to the Angus fire hose and fire equipment plant at Bentham. Looms of this type are used for weaving the circular jacket of fire hose from natural or synthetic fibres. Left to right: Mr. E. W. D. Ashton (deputy managing director, Angus Fire Armour Division of Angus & Co. Ltd.), Mr. Landa and Mr. Drummond Angus.

IRAQ

Bulletin 118/69
IRAQI PORTS ADMINISTRATION:
*6s. **Distribution Boards**. (Further Information.) E.S.B. 24368/69/J.

IRISH REPUBLIC

Bulletin 119/69
NATIONAL BUILDING AGENCY:
Construction of Dwellings. July 25. E.S.B. 26130/69/J.
PATRICK J. SHEAHAN AND PARTNERS:
Construction of College. July 30. E.S.B. 26129/69/J.
CORK CORPORATION:
Construction of Concrete Bridge. August 5. E.S.B. 26128/69/J.
LONGFORD COUNTY COUNCIL:
Construction of Hospital and Ancillary Works. July 18. E.S.B. 25849/69/J.

JORDAN

Bulletin 119/69
CENTRAL TENDERS BOARD:
*4s. **Asphalt Distributors**. July 30. E.S.B. 25850/69/J.
JORDAN CEMENT FACTORIES CO. LTD.:
*1s. **Multi-Cyclone Deduster, Fan**. July 10. E.S.B. 26503/69/J.

Bulletin 120/69
JORDAN PETROLEUM REFINERY CO. LTD.:
*18s. **Tractive Units, Fuel Tanker**. July 29. E.S.B. 26149/69/J.
JORDAN CEMENT FACTORIES CO. LTD.:
*15s. **Electrical Equipment**. July 10. E.S.B. 26502/69/J.
*3s. **Welding Electrodes**. July 10. E.S.B. 26501/69/J.
DEPARTMENT OF SUPPLIES:
*5s. **Medical Supplies**. July 16. E.S.B. 26806/69/J.

KOREA

Bulletin 121/69
OFFICE OF SUPPLY:
*8s. **Steel Channel and Plate; Generating Equipment**. July 15. E.S.B. 26812/69/J.

KUWAIT

Bulletin 121/69
MINISTRY OF ELECTRICITY AND WATER:
*12s. **Cable**. July 20. E.S.B. 26544/69/J.

Bulletin 122/69
*6s. **Bentonite**. July 27. E.S.B. 26861/69/J.
*7s. **Liquid Chlorine**. July 22. E.S.B. 26862/69/J.
KUWAIT MUNICIPALITY:
*11s. **VHF Equipment**. August 3. E.S.B. 26863/69/J.

LIBYA

Bulletin 119/69
ISLAMIC UNIVERSITY TENDER BOARD:
Construction of Dormitory Quarters. July 26. E.S.B. 26143/69/J.

Bulletin 120/69
MINISTRY OF FINANCE:
Water Project. July 14. E.S.B. 26595/69/J.

MALAWI

Bulletin 122/69
MINISTRY OF WORKS AND SUPPLIES:
*5s. **Road and Bridge Construction**. July 15. (Prequalification.) E.S.B. 26858/69/J.
MEDICAL BUYING BOARD:
*12s. **Surgical Instruments and Requisites**. July 24. E.S.B. 26859/69/J.

MALAYSIA

STANDARDS INSTITUTION OF MALAYSIA:
*16s. **Telephone Exchange, Intercom System**. July 14. E.S.B. 26504/69/J.
STATE ENGINEER, PUBLIC WORKS DEPARTMENT:
Valves and Fittings. August 15. E.S.B. 26580/69/J.

Bulletin 121/69
MINISTRY OF AGRICULTURE AND CO-OPERATIVES.
*19s. **Mowers**. July 21. (Further Information.) E.S.B. 2650/69/J.

MALTA

Bulletin 119/69
TREASURY:
***Mattresses**. July 24. E.S.B. 26132/69/J.
***Carbon Paper**. July 24. E.S.B. 26133/69/J.
***Khaki Drill**. July 24. E.S.B. 26134/69/J.
***Invalid Chairs**. July 24. E.S.B. 26135/69/J.
Woodworking Equipment. (Further Information.) E.S.B. 25824/69/J.
*16s. **Laboratory Apparatus**. (Further Information.) E.S.B. 25825/69/J.
***Steel Rods**. (Further Information.) E.S.B. 25822/69/J.
***Laboratory Equipment**. (Further Information.) E.S.B. 25823/69/J.

Bulletin 120/69
MALTA ELECTRICITY BOARD:
*8s. **Cable**. July 15. E.S.B. 26517/69/J.

Bulletin 121/69
Link Disconnecting Boxes. July 15. E.S.B. 26581/69/J.
*8s. **Steel Tubes**. July 15. E.S.B. 26813/69/J.

MEXICO

Bulletin 121/69
MEXICAN FEDERAL ELECTRICITY COMMISSION:
*72s. **Structural Steel**. July 21. E.S.B. 26826/69/J.

MOZAMBIQUE

Bulletin 120/69
CEREAL INSTITUTE OF MOZAMBIQUE:
Construction of Warehouse and House. August 1. E.S.B. 26599/69/J and 26600/69/J.
DETA:
*2s. (In Portuguese.) **Oxygen**. July 15. E.S.B. 26801/69/J.
Office Materials. July 18. E.S.B. 26802/69/J.
*5s. (In Portuguese.) **Aircraft Spare Parts**. August 11. E.S.B. 26803/69/J.

Bulletin 121/69
PORTS, RAILWAYS AND TRANSPORT DEPARTMENT:
*139s. **Railway Goods Vans**. September 5. E26804/.S.B. 69/J.

(Continued on next page)

OPPORTUNITIES FOR EXPORTERS, *continued*

NEW ZEALAND

Bulletin 118/69

MINISTRY OF WORKS:

***Airport Construction.** September 30. E.S.B. 26156/69/J.

NEW ZEALAND FOREST SERVICE:

*2s. **Pentachlorophenol Flakes.** July 16. E.S.B. 26155/69/J.

POST OFFICE HEADQUARTERS:

*4s. **Modulation/Distortion Meter.** July 21. E.S.B. 26154/69/J.

Bulletin 120/69

*4s. **Voltmeters.** July 14. E.S.B. 26596/69/J.

GOVERNMENT PRINTING OFFICE:

Pencils and Lead. July 14. E.S.B. 26597/69/J.

PAKISTAN

Bulletin 119/69

LAHORE IMPROVEMENT TRUST:

Construction of Sewage Works. August 6. E.S.B. 26177/69/J.

PAKISTAN WESTERN RAILWAY:

Grinding Wheels. July 14. E.S.B. 26182/69/J.

DIRECTORATE OF SUPPLY:

Workshop Equipment. This tender is cancelled. E.S.B. 24885/69/J.

Instructional Steam Engine. This tender is cancelled. E.S.B. 24884/69/J.

Bulletin 120/69

DIRECTORATE OF INDUSTRIES AND COMMERCE:

*4s. **Veterinary Equipment.** (Further Information.) E.S.B. 1910/69/J.

Bulletin 121/69

WEST PAKISTAN RAILWAY BOARD:

*30s. **Rail Sawing Machines, Creosoting Plant.** July 19. (Further Information.) E.S.B. 8652/69/J.

PAPUA AND NEW GUINEA

Bulletin 121/69

SUPPLY AND TENDER BOARD:

Radio Telephone and Telegraph System. September 23. E.S.B. 26577/69/J.

Radio Relay System. September 23. E.S.B. 26572/69/J.

Power Supply Equipment. September 23. E.S.B. 26573/69/J.

Radio Towers and Masts; Wind Generator Towers. September 23. E.S.B. 26574/69/J.

Carrier Terminal Equipment. September 30. E.S.B. 26575/69/J.

Radio Telephone Equipment. September 30. E.S.B. 26576/69/J and 26578/69/J.

Telephone Instruments. (Advance Information.) Closing date not known. E.S.B. 26579/69/J.

PARAGUAY

Bulletin 121/69

BANCO NACIONAL DE FOMENTO:

Computer Equipment. July 14. E.S.B. 26824/69/J.

PHILIPPINES, REPUBLIC OF

Bulletin 118/69

CEPOC INDUSTRIES:

*1s. **Coke Plant, Steam Power Plant.** (Further Information.) July 31. E.S.B. 42990/68/J.

Bulletin 119/69

PHILIPPINE NATIONAL RAILWAYS:

Re-Powering Diesel Electric Locomotives. July 17. E.S.B. 26167/69/J.

SAUDI ARABIA

Bulletin 120/69

MINISTRY OF OIL AND MINERAL RESOURCES:

Aerial Surveying. July 14. E.S.B. 26531/69/J.

SIERRA LEONE

Bulletin 123/69

SIERRA LEONE ELECTRICITY CORPORATION:

Lighting Installations. September 8. E.S.B. 26893/69/J.

SINGAPORE. REPUBLIC OF

Bulletin 119/69

MINISTRY OF HEALTH:

Catgut; Sutures. July 14. E.S.B. 26136/69/J.

PUBLIC WORKS DEPARTMENT:

*3s. **Pumps and Pumping Equipment; Crane.** September 16. E.S.B. 26138/69/J.

Bulletin 122/69

PUBLIC UTILITIES BOARD:

*7s. **Data Processing Cards.** July 15. E.S.B. 26873/69/J.

SOUTH AFRICA

Bulletin 121/69

STATE TENDER BOARD:

*12s. **Steel Wire and Anchor Grips.** July 17. E.S.B. 26555/69/J.
*13s. **Front End Loaders.** July 17. E.S.B. 26556/69/J.
*9s. **Tractor Dozers.** July 17. E.S.B. 26558/69/J.
*11s. **Excavators.** July 17. E.S.B. 26553/69/J.
*11s. **Boats, Outboard Engines.** July 17. E.S.B. 26554/69/J.

SPAIN

Bulletin 121/69

DIRECCION GENERAL DE CORREOS Y TELECOMMUNICACION:

Radio Linkage System – UHF. August 9. E.S.B. 26560/69/J.

Telegraphy Apparatus. August 14. E.S.B. 26561/69/J.

SUDAN

Bulletin 120/69

CENTRAL ELECTRICITY AND WATER CORPORATION:

Generating Systems. (Further Information.) Closing date postponed to August 23. E.S.B. 14479/69/J.

SYRIAN ARAB REPUBLIC

Bulletin 118/69

DIRECTORATE-GENERAL OF HIDJAZ RAILWAY:

Drills, Machines. August 31. E.S.B. 25863/69/J.

TAIWAN

Bulletin 118/69

CENTRAL TRUST OF CHINA:

*4s. **Steel Pipes and Tubes.** July 15. E.S.B. 25847/69/J.
*5s. **Oil Filter Press.** July 18. E.S.B. 26103/69/J.
*5s. **Centrifugal Pump.** July 14. E.S.B. 26105/69/J.
*7s. **Dielectric Test Set.** July 14. E.S.B. 26109/69/J.
*4s. **Storage Batteries; Battery Charger.** July 18. E.S.B. 26110/69/J.
*8s. **Packing Materials.** August 6. E.S.B. 25841/69/J.
*4s. **Spring Steel Strip.** July 16. E.S.B. 25844/69/J.
*7s. **Storage Battery.** July 25. E.S.B. 25843/69/J.
*3s. **Sonoscope.** July 15. E.S.B. 25845/69/J.
*3s. **Monoethanolamine.** July 15. E.S.B. 25846/69/J.
*6s. **Inflatable Liferaft.** July 18. E.S.B. 26102/69/J.
*2s. **Chemicals.** July 21. E.S.B. 26104/69/J.
*6s. **Soot Blowers.** July 14. E.S.B. 26111/69/J.
*3s. **Floor Plates.** July 21. E.S.B. 26112/69/J.
*4s. **Radio Base Station.** July 14. E.S.B. 26115/69/J.
*4s. **Tractors.** July 18. E.S.B. 26106/69/J.
*3s. **Meter Testing Set.** July 28. E.S.B. 26113/69/J.

Bulletin 119/69

*1s. **Railway Guard Vans.** August 8. E.S.B. 25842/69/J.

Bulletin 121/69

*26s. **Railway Freight Cars.** August 5. E.S.B. 25840/69/J.

Bulletin 122/69

Flow Meters. United States manufacture preferred. E.S.B. 22145/69/J.

THAILAND

Bulletin 120/69

ELECTRICITY GENERATING AUTHORITY OF THAILAND:

Tyres and Tubes. July 25. E.S.B. 26122/69/J.

STATE RAILWAY OF THAILAND:

Tin. July 14. E.S.B. 26527/69/J.
*2s. **Rotary Inverter; Pumps.** July 21. E.S.B. 26121/69/J.
*2s. **Shaping Machine.** July 16. E.S.B. 26123/69/J.
Wire. July 14. E.S.B. 26124/69/J.
Galvanized Steel Gang Nail. July 15. E.S.B. 26125/69/J.

TURKEY

Bulletin 120/69

GROUND FORCES COMMAND:

*7s. **Synthetic Rubber.** (Further Information.) Closing date postponed to July 10. E.S.B. 17929/69/J.

STATE HYDRAULIC WORKS:

*7s. **Laboratory Equipment, Chemicals.** July 21. E.S.B. 26513/69/J.

*5s. **Fuel Transfer Pumps.** July 16. E.S.B. 26512/69/J.

ANKARA ELECTRICITY, GAS AND BUS ADMINISTRATION:

*1s. (In German and Turkish.) **Platform Hoist Truck.** July 17. E.S.B. 26505/69/J.

Bulletin 121/69

BANK OF PROVINCES:

*23s. **Gauges, Recording Instruments.** July 14. E.S.B. 26563/69/J.

Bulletin 122/69

TURKISH MARITIME BANK:

*2s. **Flax Hose.** July 15. E.S.B. 26880/69/J.

UNITED STATES OF AMERICA

Bulletin 118/69

BUREAU OF RECLAMATION:

Autotransformer. (Advance Information.) E.S.B. 25889/69/J.

Transformers. Lightning Arresters. (Advance Information.) E.S.B. 25626/69/J.

Bulletin 123/69

*152s. **Oil Cable System.** (Further Information.) Closing date extended to July 15. E.S.B. 25690/69/J.

URUGUAY

Bulletin 120/69

UTE (STATE ELECTRICITY AND TELEPHONES BOARD):

Sheet Board. 1st Call, July 22; 2nd Call, July 29. E.S.B. 26117/69/J.

Paper. 1st Call, July 23; 2nd Call, July 30. E.S.B. 26118/69/J.

MUNICIPALITY OF MONTEVIDEO:

Sewerage Equipment Spare Parts. 1st Call, July 14; 2nd Call, July 22. E.S.B. 26119/69/J.

MINISTRY OF PUBLIC HEALTH:

*12s. (In Spanish.) **X-ray Valves.** July 15. E.S.B. 26120/69/J.

VIETNAM

Bulletin 120/69

INDUSTRIAL DEVELOPMENT CENTER:

*12s. **Plastic Products Manufacturing Plant.** July 31. E.S.B. 26591/69/J.

YUGOSLAVIA

Bulletin 119/69

RAILWAY TRANSPORT ENTERPRISE:

Construction of Railway. July 27. E.S.B. 26116/69/J.

ZAMBIA

Bulletin 120/69

CENTRAL SUPPLY AND TENDER BOARD:

*2s. **Cotton Drill.** July 25. E.S.B. 26518/69/J.
*2s. **Bicycles.** July 25. E.S.B. 26519/69/J.

Bulletin 121/69

*5s. **Boots and Shoes.** July 25. E.S.B. 26520/69/J.
*2s. **Torch Cells.** July 25. E.S.B. 26816/69/J.

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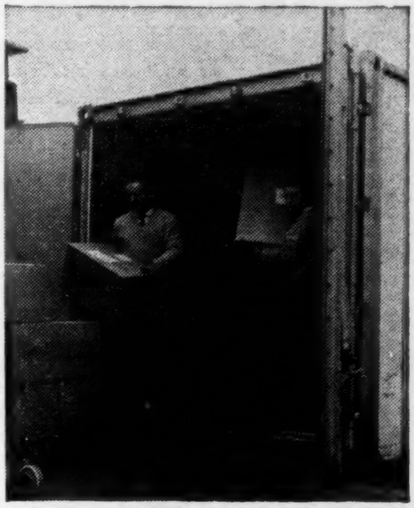
Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (*2s. each*) *and documents* (*the price of these varies, see individual notices*) *must be accompanied by a remittance for the correct amount in the form of a cheque or postal order* (*not postage stamps*) *made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.*

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*



The newly established toys and games division of Invicta Plastics Limited, of Leicester, recently completed their first shipment of Vic-Toys for the United States. Following a visit by two of the firm's executives to the New York Toy Fair, orders were received from Selchow and Righter for 21,000 Space Lines games and 15,000 Snake Eyes games. The orders were dispatched in 40-foot containers and have met with such success that repeat orders for 15,000 Snake Eyes and 12,000 Space Lines were received. The total value of these sales is in excess of $60,000. The picture shows the container being loaded for shipment.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

ARGENTINA

Bulletin 118/69

Inquiry for machine tools and plant. (Further Information.) E.S.B. 24230/69/J.

ARUBA

Bulletin 121/69

Inquiry for boat equipment; builders and domestic hardware; fishing tackle; kitchen tools and equipment; sportswear; tools. E.S.B. 22271/69/J.

AUSTRALIA

Bulletin 118/69

Inquiry for engineers' supplies; hand tools; surgical instruments and supplies. E.S.B. 25320/69/J.

Inquiry for stationery and stationers' sundries. E.S.B. 1224/69/J.

*Inquiry for injection moulding machine. E.S.B. 25959/69/J.

Bulletin 121/69

Agency inquiry for accounting, adding and calculating machines. E.S.B. 26100/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 118/69

2s. Inquiry for autoanalyzer. E.S.B. A/38/69/J.

Bulletin 119/69

Inquiry for terpolymer dispersion. E.S.B. S/56/69/J.

Inquiry for anhydrous sodium sulphate. E.S.B. S/55/69/J.

Bulletin 121/69

4s. Inquiry for articulated front-end loader. E.S.B. P/6/69/J.

AUSTRIA

Bulletin 118/69

Agency inquiry for knitwear. E.S.B. 7592/69/J.

Bulletin 119/69

Agency inquiry for men's coats and suits. E.S.B. 25927/69/J.

Inquiry for babies' and small children's outerwear; baby shoes. E.S.B. 26017/69/J.

Agency inquiry for adhesive tape; cosmetics; giftware; luggage; paper handles; perfumery; women's clothing. E.S.B. 26077/69/J.

Bulletin 120/69

Inquiry for printing machines. E.S.B. 26370/69/J.

Inquiry for electrical domestic appliances; magnetic tapes; tape recorders; radios; television sets. E.S.B. 26484/69/J.

Inquiry for abrasive paper; car polishes; paint; protective strip; putty fillers; sandpaper holders; scrapers. E.S.B. 26493/69/J.

Bulletin 122/69

Inquiry for florists' accessories. E.S.B. 882/69/J.

Agency inquiry for imitation leather fabrics. E.S.B. 26674/69/J.

Inquiry for steel flanges. E.S.B. 26317/69/J.

Inquiry for raw steel. (Further Information.) E.S.B. 22394/69/J.

Agency inquiry for confectionery. E.S.B. 13016/69/J.

BELGIUM

Bulletin 121/69

Agency inquiry for surgical instruments and small medical goods. E.S.B. 26499/69/J.

BERLIN

Bulletin 120/69

Inquiry for briquette-making machinery; coal crushing machinery. E.S.B. 25989/69/J.

Bulletin 122/69

Inquiry for electronic components. E.S.B. 27038/69/J.

BRITISH HONDURAS

Bulletin 119/69

Inquiry for bar and dining room equipment; building materials, electrical supplies for hotel office equipment. E.S.B. 26234/69/J.

Inquiry for hotel equipment. E.S.B. 25739/69/J.

Inquiry for electric calculating machines and typewriters; flour mill. E.S.B. 26235/69/J.

BULGARIA

Bulletin 118/69

Inquiry for furniture hardware. E.S.B. 23871/69/J.

Bulletin 119/69

Inquiry for electric bulbs. E.S.B. 16590/69/J.

CANADA

Bulletin 118/69

Agency inquiry for swimwear. E.S.B. 25760/69/J.

Manufacture under licence – traffic safety devices. E.S.B. 22042/69/J.

Inquiry for laboratory equipment. E.S.B. 26244/69/J.

Inquiry for dust filters and grain dust control equipment. E.S.B. 26091/69/J.

Inquiry for golf shoes. E.S.B. 26243/69/J.

Inquiry for PVC piping. E.S.B. 26242/69/J.

Bulletin 119/69

Manufacture under licence – institutional curtain track. E.S.B. 25256/69/J.

Inquiry for bi-metal thermal protecting relays. E.S.B. 26260/69/J.

Inquiry for staircases. E.S.B. 26246/69/J.

Bulletin 120/69

Inquiry for agricultural equipment; veterinary instruments. E.S.B. 26325/69/J.

Inquiry for men's shirts and sweaters. E.S.B. 26383/69/J.

Bulletin 121/69

Manufacture under licence – adhesives; glues; sealants. E.S.B. 23264/69/J.

Agency inquiry for biscuits; confectionery; supermarket goods; tinned foods; wines. E.S.B. 26390/69/J.

4s. Inquiry for high mast luminaries. E.S.B. 26628/69/J.

Inquiry for televisions; toys; two-way radios; women's hosiery; yacht accessories. E.S.B. 24933/69/J.

CEYLON

Bulletin 120/69

Inquiry for barrels; bottles; Chinese jars; chopping and pulverizing machines; coating and rolling machines; dryers; tableting machines; wrapping machines. E.S.B. 26427/69/J.

CYPRUS

Bulletin 122/69

Inquiry for textile machinery; nylon yarn. E.S.B. 26692/69/J.

DENMARK

Bulletin 118/69

Inquiry for motors. E.S.B. 25764/69/J.

Agency inquiry for filters; strainers. E.S.B. 24981/69/J.

Bulletin 120/69

Agency inquiry for interlinings. E.S.B. 26253/69/J.

Bulletin 121/69

Agency inquiry for ceilings; floor and wall coverings; roofing materials; slate. E.S.B. 25921/69/J.

EL SALVADOR

Bulletin 121/69

Agency inquiry for aircraft equipment. E.S.B. 21334/69/J.

ETHIOPIA

Bulletin 118/69

Agency inquiry for cables; wires. E.S.B. 25347/69/J.

FIJI

Bulletin 121/69

Agency inquiry for suitings. E.S.B. 26227/69/J.

FINLAND

Bulletin 118/69

Agency inquiry for imitation leather. E.S.B. 6623/69/J.

Bulletin 119/69

Agency inquiry for coats; knitwear; underwear. E.S.B. 25944/69/J.

Agency inquiry for grave digging machinery; snow melting machinery; washing aggregates. E.S.B. 25592/69/J.

FRANCE

Bulletin 116/69

Agency inquiry for carpet yarn. E.S.B. 24724/69/J.

Inquiry for chemicals raw materials. E.S.B. 25536/69/J.

Inquiry for automobile accessories. E.S.B. 25718/69/J.

Inquiry for metals. E.S.B. 26220/69/J.

Bulletin 119/69

Agency inquiry for do-it-yourself decoration; domestic hardware; gifts; novelty items. E.S.B. 25981/69/J.

Bulletin 123/69

Inquiry for reproduction furniture. E.S.B. 10329/68/J.

GERMANY. FEDERAL REPUBLIC OF

Bulletin 118/69

Inquiry for foodstuffs. E.S.B. 25902/69/J.

Inquiry for lawn mowers. E.S.B. 26089/69/J.

Agency inquiry for cosmetics and groceries. E.S.B. 23860/69/J.

Agency inquiry for language laboratories; teaching equipment. E.S.B. 25908/69/J.

Bulletin 119/69

Agency inquiry for knitwear; silk ties. E.S.B. 25933/69/J.

Inquiry for wood-working machinery and tools. E.S.B. 26080/69/J.

Agency inquiry for machine tool attachments; metal cutting tools. E.S.B. 25758/69/J.

Inquiry for sweets; tea. E.S.B. 23684/69/J.

Agency inquiry for bottling machines; butter-making machines; butter packaging machines; dairy sterilizing equipment. E.S.B. 25966/69/J.

(*Continued on next page*)

AGENCY INQUIRIES, *continued*

Agency inquiry for worsted yarn. E.S.B. 23/222/69J.

Inquiry for ceramic discs. E.S.B. 24511/69/J.

Agency inquiry for teenage coats and trouser suits. E.S.B. 17458/69/J.

Bulletin 120/69

Agency inquiry for foulard silk ties. E.S.B. 19559/69/J.

Market report on chemicals. E.S.B. 25249/69/J.

Agency inquiry for induction heating apparatus. E.S.B. 25931/69/J.

Inquiry for belts; dresses; handbags; jewellery; trouser suits. E.S.B. 26373/69/J.

Bulletin 121/69

Inquiry for furniture. E.S.B. 25934/69/J.

Inquiry for giftware; household items and gadgets. E.S.B. 26377/69/J.

Inquiry for synthetic and cotton poplin. E.S.B. 26678/69/J.

Inquiry for Christmas tree decorations; table candles. E.S.B. 25906/69/J.

Bulletin 122/69

Inquiry for petrol station servicing equipment. E.S.B. 26275/69/J.

GREECE

Bulletin 120/69

Agency inquiry for suitings. E.S.B. 26356/69/J.

INDIA

Bulletin 120/69

4s. Inquiry for machine tools. E.S.B. 26029/69/J.

Inquiry for steel sheet. E.S.B. 25222/69/J.

Bulletin 121/69

Inquiry for steel strip. E.S.B. 25155/69/J.

Inquiry for brass tubes. E.S.B. 26624/69/J.

Inquiry for plastic sack-making plant. E.S.B. 26682/69/J.

Bulletin 122/69

Inquiry for measuring tools; metal products; toys. E.S.B. 26622/69/J.

Inquiry for wood pulp. E.S.B. 26625/69/J.

IRAN

Bulletin 118/69

Inquiry for iron beams. E.S.B. 22520/69/J.

IRAQ

Bulletin 119/69

Inquiry for sulphur extracting machinery. E.S.B 25506/69/J.

Bulletin 122/69

Agency inquiry for cables and wire; dental equipment; electronics equipment; fire detecting equipment; generators; receivers; transmitters; X-ray equipment. E.S.B. 17792/69/J.

IRISH REPUBLIC

Bulletin 118/69

Agency inquiry for baking ovens; spray-painting booths. E.S.B. 25952/69/J.

Bulletin 122/69

Agency inquiry for drill bits; masonry nails and fixings E.S.B. 26480/69/J.

ISRAEL

Bulletin 118/69

Agency inquiry for hospital and laboratory disposable products. E.S.B. 25926/69/J.

Bulletin 119/69

Agency inquiry for cuff-links; powder compact cases. E.S.B. 25509/69/J.

Inquiry for machine tools. E.S.B. 26028/69/J.

Bulletin 120/69

Agency inquiry for cables and wires. E.S.B. 26057/69/J.

Bulletin 121/69

Agency inquiry for hand tools; screws. E.S.B. 26449/69/J.

Agency inquiry for liquid soap dispensers. E.S.B. 14262/69/J.

Bulletin 122/69

Agency inquiry for druggists' sundries. E.S.B. 26366/69/J.

ITALY

Bulletin 118/69

Inquiry for paper products. E.S.B. 25961/69/J.

Inquiry for electronic instruments and equipment. E.S.B. 25937/69/J.

Bulletin 119/69

Agency inquiry for art prints; book holders; desk sets; gift articles; greetings cards; smokers' requisites; stationery. E.S.B. 25961/69/J.

Inquiry for asbestos. E.S.B. 26358/69/J.

Bulletin 120/69

Inquiry for aerosl filling machines; bottled liquids filling and capping machine; tablet compressing and coating machines. E.S.B. 26208/69/J.

Inquiry for electronic control system; laboratory equipment; pumps; separators; steam turbine units; tanks. E.S.B. 26308/69/J.

Agency inquiry for linen piece-goods; woollen piece-goods. E.S.B. 26245/69/J.

Agency inquiry for medical apparatus and instruments; optical instruments. E.S.B. 26273/69/J.

•Inquiry for massage and slimming apparatus. E.S.B. 25076/68/J.

Bulletin 121/69

Inquiry for hospital equipment. E.S.B. 26414/69/J.

Bulletin 122/69

Agency inquiry for plastic roof covering sheets; plastic tubing. E.S.B. 26016/69/J.

Agency inquiry for electrical components and fittings. E.S.B. 26271/69/J.

Agency inquiry for eau de cologne; jewellery; lavender water. E.S.B. 26413/69/J.

Inquiry for steel rods. E.S.B. 26770/69/J.

Inquiry for onion dehydrating plant. E.S.B. 26272/69/J.

IVORY COAST

Bulletin 121/69

Inquiry for corrugated iron sheets. E.S.B. 26451/69/J.

JAPAN

Bulletin 123/69

Inquiry for orthopaedic appliances. E.S.B. 26389/69/J.

JORDAN

Bulletin 118/69

Inquiry for looms; woollen yarn. E.S.B. 26212/69/J.

Bulletin 119/69

Inquiry for worsted materials. E.S.B. 25348/69/J.

Bulletin 120/69

Manufacture under licence – footwear. E.S.B. 25348/69/J.

Bulletin 121/69

Inquiry for steel pipe casings. E.S.B. 25744/69/J.

KENYA

Bulletin 119/69

Agency inquiry for dies; hand tools; nuts and bolts; plummers' blocks and bearings; taps. E.S.B. 20683/69/J.

Bulletin 121/69

Inquiry for curtains. E.S.B. 21345/69/J.

KOREA

Bulletin 118/69

Industrial Development Centres. E.S.B. 1209G/Part 4/J.

Bulletin 120/69

Contract and bidding regulations. E.S.B. 1152G/Part 2/J.

KUWAIT

Bulletin 118/69

Agency inquiry for binding wire, nails, wire rope. E.S.B. 25994/69/J.

Inquiry for agricultural machinery and tools; garden tools; manures; seeds. E.S.B. 25992/69/J.

Bulletin 119/69

Agency inquiry for brake lining and rivetting machines; grinding lathes. E.S.B. 26001/69/J.

Bulletin 122/69

Inquiry for building materials; contracting plant; oilfield equipement. E.S.B. 25995/69/J.

LEBANON

Bulletin 118/69

Agency inquiry for steel bars. E.S.B. 25449/69/J.

Bulletin 122/69

•Inquiry for hair pins and grips machinery. E.S.B. 26663/69/J.

LIBERIA

Bulletin 121/69

Agency inquiry for supermarket goods. E.S.B. 26432/69/J.

LIBYA

Bulletin 121/69

Inquiry for yarns. E.S.B. 26388/69/J.

MALAGASY REPUBLIC

Bulletin 118/69

Inquiry for ink; offset lead; offset plates. E.S.B. 25789/69/J.

MALAWI

Bulletin 120/69

Inquiry for dry ice making machine. E.S.B. 15850/69/J.

MALAYSIA

Bulletin 121/69

Manufacture under licence – building materials. E.S.B. 20117/69/J.

MALTA

Bulletin 119/69

Inquiry for electric shaver units. E.S.B. 24473/69/J.

Bulletin 121/69

Agency inquiry for candlewick bedspreads; women's woollen piece-goods; women's undergarments. E.S.B. 26429/69/J.

NETHERLANDS

Bulletin 120/69

4s. Inquiry for lead castings; nuts, screws and washers. E.S.B. 25102/69/J.

NEW ZEALAND

Bulletin 118/69

Agency inquiry for projectors. E.S.B. 4834/69/J.

Agency inquiry for tank. E.S.B. 25761/69/J.

•9s. Inquiry for optical scanners. E.S.B. 26098/69/J.

Agency inquiry for electronic components. E.S.B. 26611/69/J.

NIGERIA

Bulletin 119/69

Inquiry for plastic sheeting manufacturing machinery. E.S.B. 25719/69/J.

Bulletin 121/69

Inquiry for textile finishing plant; looms. E.S.B. 26637/69/J.

NORTH AMERICA

Bulletin 122/69

Store buyers visits. E.S.B. 4415/69/J.

NORWAY

Bulletin 118/69

Inquiry for plastic articles within kitchen, sanitaryware, hardware and building sector. E.S.B. 25546/69/J.

PAKISTAN

Bulletin 121/69

Inquiry for fabricated steel sheet; seamless welded poles. E.S.B. 12383/69/J.

PORTUGAL

Bulletin 120/69

Agency inquiry for fork lift trucks. E.S.B. 26217/69/J.

QATAR

Bulletin 118/69

Inquiry for dust collector. E.S.B. 25791/69/J.

RUMANIA

Bulletin 121/69

Inquiry for automatic gate parking control system; parking meters. E.S.B. 26346/69/J.

SAUDI ARABIA

Bulletin 121/69

Inquiry for bookbinding cloth; printing equipment. E.S.B. 26437/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 120/69

Agency inquiry for armatures; battery chargers; belting; brake linings; fire extinguishers; garage equipment; hose clips; taps and dies; tools; wire rope splicers. E.S.B. 26088/69/J.

SOUTH AFRICA

Bulletin 118/69

Inquiry for steel bars. E.S.B. 26229/69/J.

Bulletin 122/69

Agency inquiry for shoe buckles and trimmings. E.S.B. 26453/69/J.

Agency inquiry for curtaining, furnishing and upholstery fabrics; domestic hardware; EPNS ware. E.S.B. 26284/69/J.

Agency inquiry for navigational aids; radio, radio-telephone equipment. E.S.B. 26472/69/J.

SOUTHERN CALIFORNIA

Bulletin 121/69

Market report on outdoor recreation and sports equipment. E.S.B. 18031/69/J.

SOUTHERN YEMEN

Bulletin 118/69

Inquiry for belting; hammers; iron bars; nickel silver sheets and wire; scale weights; tarpaulins. E.S.B. 24761/69/J.

Bulletin 120/69

Inquiry for textiles. E.S.B. 26352/69/J.

SPAIN

Bulletin 120/69

Agency inquiry for ship automation equipment. E.S.B. 12313/69/J.

SUDAN

Bulletin 122/69

Agency inquiry for pumps and electrical power distribution equipment. E.S.B. 26417/69/J.

SWEDEN

Bulletin 118/69

Inquiry for wheel rims. E.S.B. 25942/69/J.

Agency inquiry for umbrella cloths. E.S.B. 26044/69/J.

Bulletin 120/69

Inquiry for steering ball joints; track rod ends. E.S.B. 26068/69/J.

1s. Inquiry for mechanical seals. E.S.B. 26204/69/J.

Bulletin 121/69

Agency inquiry for cocktail snacks; confectionery; liquorice products. E.S.B. 26210/69/J.

SWITZERLAND

Bulletin 118/69

Agency inquiry for printing equipment. E.S.B. 10923/69/J.

Agency inquiry for stainless steel trays. E.S.B. 22280/69/J.

Inquiry for underwear. E.S.B. 26048/69/J.

Agency inquiry for carpets; furniture; lamps; light fittings. E.S.B. 25962/69/J.

Inquiry for leather industrial gloves. E.S.B. 26241/69/J.

Bulletin 119/69

Agency inquiry for paper; perforated tapes; punched cards; telex rolls. E.S.B. 17185/69/J.

Agency inquiry for adjustable loading ramps; conveyors. E.S.B. 26045/69/J.

Bulletin 120/69

Agency inquiry for dresses. E.S.B. 26386/69/J.

Bulletin 121/69

Inquiry for berets; oil paintings. E.S.B. 26479/69/J.

Agency inquiry for shirts; trousers. E.S.B. 26489/69/J.

Bulletin 122/69

Inquiry for disposable goods; electro-medical equipment; hospital equipment; surgical instruments; ultrasonic therapy apparatus. E.S.B. 24945/69/J.

•Agency inquiry for advertising signs and plaques; aluminium tags; showcards. E.S.B. 26072/69/J.

•Inquiry for cosmetic bags; rubber balls. E.S.B. 26735/69/J.

Inquiry for artificial leather; automobile bumpers; film; iodine lamps; petrol cans; shock absorbers. E.S.B. 27061/69/J.
Agency inquiry for dresses; knitwear. E.S.B. 26298/69/J.

TANZANIA

Bulletin 118/69
Inquiry for mixer, powder weighing and filling machine; water treatment plant. E.S.B. 24442/69/J.

THAILAND

Bulletin 120/69
Agency inquiry for glass; glue; special steel; stainless steel. E.S.B. 25700/69/J.

TRINIDAD/TOBAGO

Bulletin 121/69
Agency inquiry for crockery. E.S.B. 26400/69/J.

UGANDA

Bulletin 118/69
Inquiry for glass jars; screw-on caps; semi-automatic filling machine. E.S.B. 17493/69/J.

Bulletin 119/69
Manufacture under licence—radios; transistor radio components. E.S.B. 5129/69/J.
Inquiry for polyethylene bag sealing machines; polyethylene extruder machine; polyethylene pellets. E.S.B. 5129/69/J.

Inquiry for metal crushing machinery; foundry equipment. E.S.B. 25569/69/J.
Agency inquiry for abrasive paper and discs; automobile spares; ball and roller bearings; paper and paper board; sanitaryware; tractors and tractor accessories and spares; tyres. E.S.B. 18655/69/J.

Bulletin 120/69
Inquiry for incinerators. E.S.B. 26401/69/J.

Bulletin 122/69
Inquiry for pharmaceutical raw materials. E.S.B. 26431/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 119/69
Inquiry for cylinders; cylindrical tanks. E.S.B. 26274/69/J.

UNITED STATES OF AMERICA

Bulletin 119/69
Inquiry for machine tools. E.S.B. 24821/69/J.
Inquiry for couplings; industrial belts; matting; rubber hose; sheet packing. E.S.B. 26078/69/J.

Bulletin 119/69
Inquiry for bone oil. E.S.B. 26254/69/J.
Agency inquiry for catering equipment; conveyors; furniture; stainless steel equipment for hospitals. E.S.B. 25907/69/J.
Agency inquiry for generators. E.S.B. 26203/69/J.
Inquiry for teddy bears. E.S.B. 24104/69/J.
Inquiry for bakery machinery; baking utensils and supplies; biscuits. E.S.B. 26304/69/J.

Bulletin 120/69
Inquiry for turbines. E.S.B. 26371/69/J.

Bulletin 121/69
*58s. Inquiry for cold cathode diode tubes. E.S.B. 25229/69/J.

Bulletin 122/69
Inquiry for polyurethane and polystyrene furniture. E.S.B. 25970/69/J.
Inquiry for golf balls. E.S.B. 27021/69/J.

VARIOUS

Bulletins 119 and 121
United Nations Development Programme. E.S.B. 26355/69/J.

ZAMBIA

Bulletin 121/69
Agency inquiry for domestic electrical appliances. E.S.B. 26329/69/J.
Agency inquiry for brown wrapping paper; greaseproof cartons. E.S.B. 26440/69/J.
Organisation of Government-owned trading companies. E.S.B. 25510/69/J.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

INFORMATION ABOUT the commercial standing of overseas firms is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent or representative. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of firms overseas, the scope of their activities, and the size of their organization, and their suitability to act as your representatives. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

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40 King Street West, Manchester M3 2NX	Telephone: 832 6411	Telex: 66659

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion on this page.

Repeat order from Greece

ETMA (Artificial Silk Co. Ltd.), Athens, has ordered a further six Nelson continuous viscose rayon spinning machines from Dobson & Barlow Machinery Sales Ltd. – a Stone-Platt Company.

The order, resulting from a continued expansion programme to meet the increased demand for high quality viscose yarns, is the ninth placed by ETMA with the company over recent years, the total value of the contracts now reaching £1 million.

Record exports in April

Vacuumatic Ltd., of Harwich, Essex, recorded their highest ever export sales during April, according to the Hon. John Rodney, the company's sales director. Exports of paper counting and paper handling equipment exceeded £80,000 – a figure that represents 92 per cent of the company's total production.

50 per cent exports

Scientific Furnishings Limited, the computer peripherals member of the Wiles Group, have announced that over 50 per cent of the line printers manufactured at their Chichester, Sussex, factory are now being exported. Biggest European market for the SF range of high-speed printers is France.

East German order

GEC-Elliott Automation has received orders worth nearly £200,000 from Eastern Europe. The largest contract is for £160,000 worth of analytical instruments for on-line product quality control in oil refineries. Five sets of equipment will be supplied to refineries under construction in East Germany.

Seven more business jets sold

Hawker Siddeley have announced another seven orders for its business jet, the twin Viper powered HS 125. Six are destined for the North American market and the other is a European sale. Total sales of the 125 are now 192. Of these 156, worth about £38 million, have been sold abroad, including 114 to the North American market.

£10 million New Zealand contract

International Combustion Limited has been awarded its biggest ever export contract, worth over £10 million, for the supply of steam generating boiler equipment, from the New Zealand Electricity Department for a proposed new power station at New Plymouth, on the west coast of New Zealand, North Island. The contract follows several visits to New Zealand during the past two years by ICL staff and engineers.

Pipelayers for France

British engineered Badger trenchless pipelaying machinery already operating in America is to be used for civil engineering and land drainage schemes in France. This is the result of an agreement announced between Hudswell Yates Developments Ltd. of Leeds, developers of the system, and Eau et Assainissement/SOCEA of Paris, a member of the Pont a Mousson Group. The agreement will result in the export to France of at least £650,000 worth of Badger machinery and associated equipment during the next three years.

Pipe fittings for the Caribbean

A contract to supply large stainless steel pipe fittings for use in a fertilizer plant complex in the Caribbean has been received by Air Dryers Ltd. of Coppice Side Industrial Estate, Brownhills, Staffordshire. The order was placed by Simon Carves Chemical Engineering Ltd. of Cheadle Heath, Stockport, Cheshire.

£9,000 lathe for Germany

Dunbar Cook Ltd., of Birmingham, has received a £9,000 order from Klockner Humboldt Deutz of Germany for a 'Crankmaster' crankshaft lathe.

Windscreens for Jap aircraft

Triplex Safety Glass Company, King's Norton, Birmingham, are to supply aircraft main pilot's windscreens worth £35,000 to Nihon Aeroplane Manufacturing Company, Tokyo.

Cast iron segments for New York tunnel

A shipment of 3,500 tons of cast iron tunnel segments to be shipped to New York from Middlesbrough, is part of a £850,000 contract received by Head Wrightson Iron Foundries Limited for the new sewer tunnel project beneath Manhattan.

£550,000 vehicle order for Iraq

Vauxhall Motors have announced what is believed to be Britain's biggest-ever car order from Iraq. The order for 648 Cresta, Victor and Viva models valued at over £500,000 has been placed by the General Automobile Company, Baghdad, and the vehicles will be shipped to Hamburg for onward journey by rail.

Vauxhall has also received an order from Iraq for 30 Bedford normal-control 7-ton tippers worth over £50,000.

Third testing unit

Pan American World Airways has ordered the new Hawker Siddeley Dynamics TRACE 600 M2, the latest advance in the TRACE series of automatic testing units for complex airborne flight control equipment. This is the third unit which went into service with the airline in 1967 and 1968.

£180,000 Bolivian order

The Milling Division of Henry Simon Ltd., Stockport, has negotiated a £180,000 order for the supply and installation of flour milling equipment at a new flour and semolina mill to be built in Oruro, Bolivia.

The contract, received from Ferrari, Ghezzi & Cia, includes mechanical and electrical equipment, steel storage tanks, and the supply of mechanical equipment for the reconstruction of an existing flour mill.

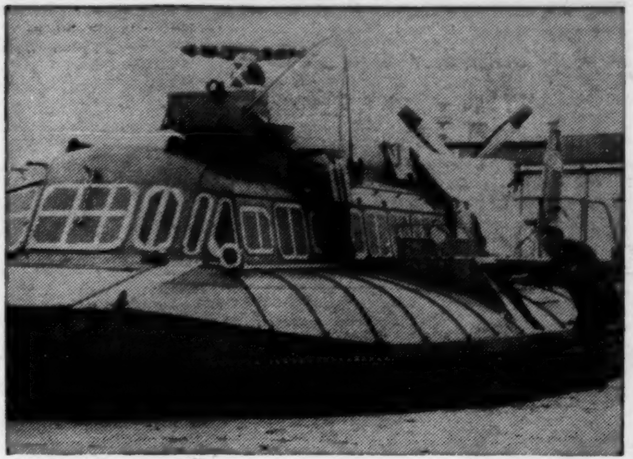
Turbines for Europe

£500,000 worth of orders for gas turbines and turbo-machinery have been won by the Ruston Turbine Division of English Electric Diesels Limited, from France, Holland, and the Federal Republic of Germany.

Representatives of the Czechoslovak Club of Scientific Journalists being shown the production of recorders at the Bryans Ltd. factory at Mitcham, Surrey. Left to right: Mr. M. K. Woy, second sales engineer, Professor Otakar Stary, and Ing. Pavel Huth, of the Czech Scientific Journalists Club, Mr. D. H. G. Ince, managing director, and Mr. R. Hyslop, marketing director.

Japanese engineers, including Mr. Sekai (left), managing director of the Electric Power Development Corporation, Tokyo, inspect a stainless steel reheater manifold during their visit to the Wolverhampton, company of John Thompson. The visit, sponsored by The Nuclear Power Group, one of Britain's two nuclear consortia, included a tour of the John Thompson factories where vessels, headers, reactor equipment and standpipes are manufactured for many of Britain's nuclear power stations.

BDH Chemicals Ltd. claims to be the first manufacturer of laboratory chemicals in this country to introduce new labels for its products incorporating EEC warning symbols for hazardous materials. Labels bearing the new symbols are beginning to appear on BDH's products marketed in the United Kingdom and overseas. The symbols have been proposed as mandatory labelling for hazardous chemicals in EEC countries next year. Some 40 per cent of BDH's production is exported.



A BHC SRN.6 hovercraft awaiting shipment as deck cargo to Iran from the British Hovercraft Corporation's works at Itchen, Southampton. Castrol Rustilo 150 corrosion preventive has been applied to all external surfaces to increase protection against corrosion occurring in transit.

Equipment for Mexican fishing vessels

Dowty Hydraulic Units Ltd. has won a substantial order to provide the complete hydraulic winch drive systems for 100 Mexican fishing vessels.

Landing systems for Australia

Standard Telephones and Cables Limited, London, have received a £160,000 follow-up order for their instrument landing systems to be installed at Australian airports. Some of these STC systems have been installed at, or ordered for, international airports in 20 countries.

£25,000 orders in three weeks

A. & M. Fell, of Newhaven, have received a £15,000 order from Kulicke & Soffa (Pacific) Inc. for more than 100 resistivity probe heads and their mounting bases. The equipment has been ordered, through Kulicke & Soffa, Pacific, by a number of semi-conductor manufacturers on the west coast of the United States, and follows a previous £10,000 order announced earlier for similar equipment also for export to the United States, which has increased the firm's total export value by more than £25,000 in less than three weeks.

Masts for Libya

British Insulated Callender's Construction Company Limited has received an order from the Marconi Co. Ltd. covering the supply of 56 x 160 ft. and 12 x 120 ft. light unit masts for Libya.

Nozzles for United States tugs

Kort Propulsion Co. Limited, have recently received an order from Jakobson Shipyard Inc., of Oyster Bay, New York, for twin 8 ft. 6 in. internal diameter fixed nozzles. These are for a large tug of 2,400 hp which is being built for Texaco. The vessel will be suitable for ship handling or coastal towage, as may be required. The nozzles will be built in London.

More orders from Russia

A second order within 12 months, for the supply of a pre-mix plant for animal foods, has been received by Simon-Barron Ltd., Gloucester, from the Russian Senior State Buying Organization, V/O Technopromimport. This is the fourth contract that Simon-Barron have received from the Russians in the last five years and forms part of their programme of developments in the animal feed milling industry.

Furnaces for the United States

A new type of aluminium melting furnace has been ordered from North Thames Gas by the Allen Stevens Corporation of the United States. North Thames regard this American order, the first they have ever received for metal-melting equipment from the States, as evidence of their successful development work in the field of non-ferrous metal melting.

Tape exports to the United States

For the first time, P. P. Payne have broken into the United States market with their weftless cotton tape. An initial order, worth £5,000, from Chicago, was secured by Mr. O. C. I. Spicer, the firm's deputy chairman, during a recent sales trip. Following this success, the company is expecting a repeat order worth £25,000.

Eighth vessel launched

Bartram & Sons' Ltd., Sunderland, have launched their eighth SD.14 Liberty-replacement ship for Sampsa Compania Naviera SA, of Panama. The vessel was named 'Prodromos'.

18,000 vehicles shipped abroad

Shipments of export cars to North America from Southampton totalled some 18,000 vehicles in the first five months of 1969, according to the British Transport Docks Board. The total dealt with from May 1968, when the traffic began, until December was 12,570. The cars shipped from Southampton included British Leylands, Fords, Vauxhalls, Jaguars, Lotus and Rootes models.

TV sales trebled to Europe

Orders for monochrome and colour TV sets received by Pye Group (Radio and TV) Limited of Cambridge, will treble the company's sales to European countries by the end of the year, it has been announced by Mr. William Reid, export director. A recent selling campaign has brought the company close on 100 new customers in Germany, Sweden, Switzerland, Finland, Norway and Denmark, said Mr. Reid.

Brunei order

Paterson Candy International Limited have been awarded a £190,000 contract for the supply and installatiton of equipment for the Sungei Tutong Scheme from the Government of Brunei.

New Zealand PO order telegraph equipment

The Transmission Division of the Telephone Manufacturing Co. Ltd., Orpington, Kent – a member of the Pye of Cambridge Group – has announced the receipt of a £100,000 order from the New Zealand Post Office for the supply of FMVF telegraph terminal equipment. Other orders for this type of equipment from East Africa, Malaysia and other countries total £300,000.

37.5 per cent export increase

Remploy's exports for the financial year ending March 30, 1969, stood at £120,000 which is approximately 37.5 per cent up on the previous year. Export orders worth £22,000 have been received by the company during the past six weeks, indicating that this upward trend can be expected to continue.

Markets to which the company's standard products are being shipped include Scandinavia, Ethiopia, Kuwait, Dubai, Abu Dhabi, Libya, the West Indies, South Africa and West Africa.

First export order

The first export order for a Marbaix built voss sheet and strip levelling machine built by Gaston E. Marbaix Ltd., of Basingstoke, Hants, was recently despatched to Belgium.

Farm machinery for Pakistan

West Pakistan is one of the bigger Far Eastern markets for Ransomes farm machinery and a recent order brings the value of current orders for cultivators, to be delivered during May and June from their Ipswich works, to more than £45,000.

70 per cent of production exported

The Fluid Power Division of Hawker Siddeley Dynamics Limited has gained its first export orders to the United States for inpower fluid centrifugal clutches. These orders have been obtained by Formsprag Company, Hawker Siddeley Dynamics American agents. The Division's export order book now represents 70 per cent of total production. Other orders are going to Europe, Africa and Australia.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

► *The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations, Proposed Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations, Proposed Regulations and Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

FRUIT AND VEGETABLES

The *Journal Officiel des Communautés Eurpéennes* No. C74 dated June 14, 1969, contains the text of a Proposed Regulation modifying **Regulation No. 23,** particularly so far as it concerns the common quality standards applicable to fruit and vegetables.

Lynn Ferries Limited of London, in conjunction with Mr. Dennis Dear, manager of their King's Lynn office, have recently shipped a cargo of 30 fallow does in one of their newest 30-ft. full tilt containers. The does were sent from Woburn Abbey, home of the Duke of Bedford, to a German deer park with an aim to restock and supply new blood to the park.

It should be noted that the text of this Proposed Regulation, when finally approved, may differ from the draft text referred to above.

CEREALS

The *Journal Officiel des Communautés Européennes* No. C74 dated June 14, 1969, contains the text of a Proposed Regulation modifying **Regulation (CEE) No. 120/67** which is the basic Regulation on the common organization of the market for cereals. It should be noted that the text of this Proposed Regulation, when finally approved, may differ from the draft text referred to above.

Decisions Nos. 69/171/CEE, 69/172/CEE and **69/173/CEE** authorize Germany, Belgium and the Netherlands respectively, to reduce the compensatory amount for soft wheat (*Journal Officiel* No. L146 dated June 18, 1969).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1062/69 establishes the conditions for the issue of certificates for presentation to the Customs authorities to enable imports of 'fondues' to be admitted under heading 21.07E of the Common Customs Tariff (*Journal Officiel* No. L141 dated June 12, 1969).

Regulation (CEE) No. 1063/69 establishes the list of organizations authorized to issue the certificates provided for in Regulation (CEE) No. 1062/69 above (*Journal Officiel* No. L141 dated June 12, 1969).

Decision No. 69/180/CEE authorizes Belgium and France to grant national aid for the stocking of certain cheeses (*Journal Officiel* No. L146 dated June 18, 1969).

The *Board of Trade Journal* dated August 9, 1969 (page 434) contained an announcement about **Regulation (CEE) No. 1054/68** establishing the list of organizations issuing certificates permitting the admission of certain cheeses into certain tariff headings, subsequently modified by **Regulation (CEE) No. 196/69.** The *Journal Officiel des Communautés Européennes* No. L143 dated June 14, 1969, contains a correction to this Regulation.

The *Board of Trade Journal* dated May 2, 1969 (page 1274) contained an announcement about **Regulation (CEE) No. 685/69,** relating to the methods of applying intervention measures in the butter and cream market. The *Journal Officiel des Communautés Européennes* No. 143 dated June 14, 1969, contains a correction to this Regulation.

The *Board of Trade Journal* dated May 14, 1969 (page 1408) contained an announcement about **Regulation (CEE) No. 789/69** relating to the sale of butter, at a reduced price, to certain enterprises for the manufacture of fat mixtures for export. The *Journal Officiel des Communautés Européennes* No. L144 dated June 17, 1969, contains a correction to this Regulation.

SUGAR

Decision No. 69/181/CEE authorizes France to proceed with an auction for the export of molasses beet (*Journal Officiel* No. L145 dated June 18, 1969).

The *Board of Trade Journal* dated January 1, 1969 (page 111) contained an announcement about **Regulation (CEE) No. 2103/68,** modifying **Regulation (CEE) No. 833/68** which established the rules concerning the denaturing of sugar for use in animal feeding stuffs. The *Journal Officiel des Communautés Européennes* No. L144 dated June 17, 1969, contains a correction to **Regulation (CEE) No. 2103/68.**

Imports from non-member countries into the EEC

THE *Board of Trade Journal* dated March 22, 1968 (page 938) contained details of goods which, under the provisions of Article 115 of the Treaty of Rome, will not benefit from Community treatment when imported by a Member State, even though they may be accompanied by a circulation certificate. Details of notices about alterations to this list of products were published in the *Board of Trade Journal* dated May 28, 1969 (page 1529).

The *Journal Officiel des Communautés Européennes* No. L146 dated June 18, 1969, contains the text of **Decision No. 69/176/CEE** authorizing Belgium, Luxembourg and the Netherlands to exclude from community treatment protective gloves, for all trades (Tariff Heading No. ex. 42.03 BI), originating in China and freely circulating in the other Member States.

The French texts of the Decisions referred to may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Customs legislation in the EEC

THE *Board of Trade Journal* dated March 21, 1969 (page 872) contained an announcement about **Regulation (EEC) No. 375/69** concerning the declaration of particulars relating to the value of goods for customs purposes, which comes into force on July 1, 1969. A translation of this Regulation is now available and may be obtained on application to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354). Readers are reminded that the text of the document is official only in the French, German, Italian and Netherlands languages and that the translation should not be treated as an official or authentic text.

Rules of competition

THE *Journal Officiel des Communautés Européennes* No. C75 dated June 14, 1969, contains an announcement concerning an application for clearance of an agreement between Maschinenfabrik Augsburg-Nürnberg AG (MAN) and the Société anonyme de véhicules industriels et d'équipements mécaniques (SAVICM).

Interested third parties are invited to submit their observations within one month from June 14, 1969, under reference IV/26612, to the following address: Commission des Communautés Européennes, Direction Générale de la Concurrence, Direction 'Ententes et Positions Dominantes', 170 Rue de la Loi, Bruxelles 4, (Belgique).

Particulars of this notice may be obtained if required, from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354/2355).

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HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type o goods involved and the countries to be covered, should be made t Export Services Branch, Board of Trade, Hillgate House, 35 Ol Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 245)

A freight container belonging to George Salter and Co., West Bromwich Staffs., recently made its first continental trip with an assignment of kitchen scales, worth £3,000, for customers in Norway an Sweden. Here the container is about to leave Salter's head offic with its driver, Mr. Terry Savage, the firm's transport manager, an Mr. R. T. Dodd (right), senior product manager, Consumer Durables Division, who accompanies him. Wishing them bon voyag is Mr R. P. S. Bache, company chairman.

FRANCE

Imports of fish from Britain under negotiated quotas

THE FRENCH *Journal Officiel* of June 20 announced the opening o the remainder of the quotas for the following products, originatin in and imported from Britain, appearing on list B of the France-British trade agreement of May 9, 1969.

Quota No.	Tariff No.	Product
1	03.01 ex B	Sea fish, fresh, chilled or frozen. The balance of the quot now opened is half the annual quota for 1969. Impo licence applications must be accompanied by *pro-form* invoice in duplicate, dated, issued by the British exporte bearing his stamp and signature and specifying in full th types and qualities of the fish.
2	03.02 B V a ex 2	Fillets of smoked cod. The balance of the quota, now opened is three-quarters of the annual quota for 1969.

Import licence applications on Form AC and accompanied by pro-forma invoices must reach the Direction Générale des Douane et Droits Indirects (Division E), 8 rue de la Tour-des-Dames, Paris 9e, not later than 11.30 a.m. on July 10, 1969, when they will b examined simultaneously.

Applications for licences may include all types of fish in th above table under their respective headings. For species of fis originating in and imported from all countries other than membe countries of the European Economic Community, there are certain minimum price regulations, details of which were published in the *Board of Trade Journal* of March 7 (page 721) and April 25, 1969 (page 1219).

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext 423, 408, 288), where the full French text may be seen.

Import regulations: pearls and precious stones

THE FRENCH *Journal Officiel* of June 14 states that imports of pearls and precious stones are subject to the quality classification laid down in Decree No. 68-1089 of November 29, 1968 (published in the French *Journal Officiel* of December 4, 1968) and that importation will not be allowed unless these provisions are fulfilled.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text of this notice and Decree No. 68-1089 (also in French) may be seen.

DENMARK

Tax on spirits: correction

A NOTE on the new spirits tax in Denmark appeared in the *Board of Trade Journal* on June 25, 1969 (page 1781). This note gave the rate of the new tax for aquavit and schnapps as 30 kr 30 øre per litre of 100 per cent strength. The rate of the tax for these spirits should have been given as 81 kr 30 øre per litre of 100 per cent.

SPAIN

Duty free import quotas

THE SPANISH authorities have published decrees by which duty free import quotas have been opened for the second half of 1969 (*State Gazette* June 23 refers):

Tariff Heading	Description	Tons	Valid until
47.01 B 1 b, B 2 a	Chemical pulp	17,500	31.12.69
48.01 D 3 c 1	Newsprint for daily newspapers	25,000	31.12.69

Extension of reduced import duty

Notice was given in the *Board of Trade Journal* dated May 9, page 1352, of reduced duty extensions to various petrochemical products. This extension will remain effective until September 30, 1969.

Inquiries about these notices should be addressed to Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

GREECE

System of importation of alcoholic beverages

A NOTICE on page 307 of the *Board of Trade Journal* of January 31, 1969 gave information about the requirement that all bottles of alcohol imported from abroad and all bottles imported for local bottling of local manufactured alcoholic beverages carry a 'state-controlled' banderole.

Further information about this and the whole system governing the importation of alcoholic beverages into Greece, contained in recent decisions issued by the Greek Ministry of Finance, has been received from the British Embassy, Athens.

1. (a) The import of alcoholic beverages shall only be permitted through the Customs of towns where there is a branch of the State General Laboratory.

(b) The right to import and sell foreign alcoholic beverages shall be solely and exclusively vested in those lawfully representing such products in Greece, as well as in importers of all descriptions.

2. Approvals of the import and sale of foreign alcoholic beverages referred to in Article 1 of LD13/1968 shall be issued by the local branch of the State General Laboratory upon application by the person concerned which must include the following:

(1) The nature and name of the alcoholic beverage and the particulars of the foreign manufacturer;

(2) Quantity and number of packages and net weight per package;

(3) Alcohol content.

3. (a) After establishing that the importer is duly qualified, the local branch of the State General Laboratory shall issue him, in accordance with the provision of para. 1 of the present decision, with approval for the import and sale, which shall state all the particulars referred to in para. 2 of the present decision, namely, nature of beverage, quantity, etc.

'State Controlled' banderoles appropriate to the quantity to be imported shall be supplied to the person concerned together with the approval upon payment of the cost. The serial numbers of the banderoles shall also be recorded in the aforementioned approval.

(b) In the event of the import of alcoholic beverages in bulk with a view to bottling in Greece, no banderoles shall be supplied and the provisions of para. 4 of the present decision shall apply instead.

(c) With a view to control of the distribution of foreign alcoholic beverages and 'State Controlled' banderoles, records shall be kept by the branch of the State General Laboratory for each representative or importer, in which particulars of the approval issued, quantity of beverages to be imported under such approval, and the serial numbers of the banderoles shall be recorded.

With a view to the above, the local Customs authorities shall be required to state on the appropriate customs declaration the particulars referred to in para. 2 of the present decision, to enable the branches of the State General Laboratory to make the aforementioned entries.

In the event of the import taking place through the customs of another town, the local branch of the State General Laboratory shall, upon import, transmit the relevant particulars to the branch of the State General Laboratory which issued the approval for the import and sale.

(d) Branches of the State General Laboratory which have issued special approvals shall transmit each month to the appropriate Directorate for the Taxation of Alcohol at the State General Laboratory the particulars of the quantities of alcoholic beverages to be imported.

4. (a) Alcoholic beverages imported in bulk shall be stored in a special place or warehouse and duly sealed by the appropriate Service of the State General Laboratory, until such time as they are bottled.

Transport from the customs to the warehouse shall take place under the escort of a customs official.

(b) The right to bottle such beverages shall be exclusively vested in distillers lawfully operating in a town where a branch of the State General Laboratory is located.

(c) Foreign beverages shall be bottled in the presence of a chemist employed by the State General Laborataory and a protocol shall be drawn up recording the quantity of the beverage imported in bulk which has been used, the number of bottles filled and the weight of the contents of each bottle.

In the event of the foreign beverage being thinned down, this shall be recorded in the aforementioned protocol and the original and final alcohol content shall be recorded.

On the basis of the aforementioned protocol, the appropriate 'State Controlled' banderoles shall be issued in order to be affixed.

(d) The particulars of the distiller and bottler and the phrase 'Bottled in Greece' shall be clearly and distinctly stated on labels affixed to the bottles.

5. (a) 'State Controlled' banderoles shall be firmly affixed over the neck and stopper of the bottle in such a way that the opening of the bottle will result in the destruction of the banderole.

(b) In the event of alcoholic beverages being packed in containers other than bottles, the banderoles may be affixed in another way to be determined by the Minister, by special decision in each particular case.

(c) 'State Controlled' banderoles shall be affixed by the manufacturers abroad, except if the beverage is bottled in Greece, as stipulated in para. 4 of the present decision.

(d) As from July 16 or 31, 1969, depending on the circumstances the import of alcoholic beverages in bottles without 'State Controlled' banderoles affixed to them shall be prohibited.

(Continued on next page)

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(e) Up to and including July 16 or 31, 1969 banderoles may be affixed by the lawful importers of alcoholic beverages by virtue of the approval referred to in para. 3 of the present decision.

(f) Loss of banderoles by anyone shall be reported without fail to the Service of the State General Laboratory which issued the special approval for the import and sale and which shall report the loss to the appropriate Directorate for the Taxation of Alcohol at the State General Laboratory. The latter shall inform all authorities responsible for control of the distribution of beverages.

6. (a) Persons who are already in possession of foreign alcoholic beverages of any kind and who sell them in any way shall be required to arrange for 'State Controlled' banderoles to be affixed to the bottles in their possession by July 16 or 31, 1969.

(b) With a view to the above, they must obtain the appropriate banderoles from the local branch of the State General Laboratory and must make an official statement including the particulars referred to in para. 2 of the present decision, with the exception of the particular under item 3 (alcohol content).

(c) As from July 16 or 31, 1969 the sale in any way of alcoholic beverages without the banderole provided for under the provisions of the present decision shall be prohibited, nor will it be possible to issue banderoles to persons having in their possession such beverages.

7. (a) Decisions on the duty-free import of foreign alcoholic beverages intended for the use of foreign missions of all descriptions and of the Diplomatic Corps must expressly state all the particulars relating to the quantity to be imported, as stipulated in para. 2 of the present decision.

(b) Particulars of the quantities of alcoholic beverages to be imported as above shall be notified by the appropriate customs authority to the appropriate branch of the State General Laboratory, which shall subsequently include them separately in the report referred to in sub-para. (d) of para. 4 (*sic*) of the present decision.

(c) Transport and delivery of alcoholic beverages imported duty-free to the warehouse of the person entitled or concerned shall take place under the escort of a customs official.

(d) Storage of alcoholic beverages imported duty-free together with alcoholic beverages distributed under special approvals for import and sale shall be prohibited.

(e) The handling and distribution of beverages imported duty-free as above shall be affected in the warehouse of their lawful importer by one of his employees, duly authorized.

(f) Involvement of an importer of alcoholic beverages, or a tradesman engaged in the sale of alcoholic beverages, in the distribution and handling of beverages imported duty-free shall be prohibited after their delivery to the warehouse of the importer.

8. (a) Imported beverages must have the alcohol content provided for in the case of corresponding beverages referred to in Greek legislation on the taxation of alcohol.

Whisky, vodka and gin, whose alcohol content may not be less than 42° at 15°C, shall be exempt from the present provision.

(b) Beverages of all descriptions imported for sale must fulfil all the conditions set in the legislation of their countries of origin and the composition must be similar to that of the genuine product of the maunufacturer.

9. (a) Banderoles printed from time to time shall be delivered against receipt to the appropriate Directorate for the Taxation of Alcohol at the State General Laboratory, which shall supply its local branches.

(b) Directors of local branches of the State General Laboratory shall arrange for the appointment of one of the employees serving there to handle banderoles and arrange for their issue and for the payment of their value to the Special Fund for the Control and Supervision of the Taxation of Alcohol.

(c) Every three months the aforementioned employee shall draw up a statement of account of banderoles and shall desposit the proceeds from the (supply of) banderoles in an account with the Bank of Greece in the name of the Special Fund for the Control and Supervision of the Taxation of Alcohol.

A copy of the statement of account in duplicate and of the receipt in triplicate for deposit of the proceeds of banderoles supplied shall be submitted to the Directorate for the Taxation of Alcohol at the State General Laboratory.

10. Contravention of the present decision shall entail the penalties provided for under Articles 4 and 5 of Legislative Decree No. 13/1968.

All inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482, 466 and 467).

NIGERIA

Import licensing regulations

LEGAL NOTICES Nos. 32 and 33 of 1969, published in the Federal Republic of Nigeria *Official Gazette* of June 9, announce, with effect from that date, Open General Import Licence (All Countries) No. 1 of 1969 and Open General Import Licence (All Countries) No. 2 of 1969 respectively. The provisions of each of these Legal Notices are set out below:

LEGAL NOTICE No. 32 of 1969.

Open General Import Licence (All Countries) No. 1 of 1969

1. Subject to the conditions specified in this licence, the importation from any country of the goods set out in the Schedule hereto is hereby authorized.

2. This licence is granted subject to the following conditions:

(i) that the goods shall be imported through a customs port, a customs airport or other place permitted by the Board of Customs and Excise under the Customs and Excise Management Act, 1958, a customs station or by post;

(ii) that the goods shall be imported in accordance with the provisions of the Importation and Exportation by Air Regulation 1959, the Importation and Exportation by Post Regulations 1959, the Importation and Exportation by Sea Regulations 1959, or the Importation and Exportation by Land and Inland Waters Regulations 1967, which ever is applicable;

(iii) that the importer shall produce, at the time of importation, a certificate of origin in respect of the goods in such form as the Board of Customs and Excise may from time to time approve.

3. Nothing in this licence shall be deemed to authorize the importation of any goods the importation of which is prohibited or restricted under the Poisons and Pharmacy Act, the Imports Prohibition Order 1959 or under any other written law.

4. The Open General Import Licence (All Countries) No. 1 of 1959 is hereby revoked.

5. (1) This licence may be cited as the Open General Import Licence (All Countries) No. 1 of 1969.

(2) This licence shall be of Federal application and shall come into force on June 9, 1969.

(i) Advertising material (trade lists, catalogue and calendars);

(ii) *bona fide* gifts consigned to philanthropic, charitable or religious organizations (but not to individuals), not intended for sale, barter or exchange, and for which no payment has been or will be made;

(iii) goods in parcels, provided:

(a) that the goods are a *bona fide* unsolicited gift, are not intended for sale, barter or exchange and do not exceed £25 in retail value;

(b) that the parcel is consigned by, and is addressed to, an individual, does not exceed 22 lb. gross weight, and is clearly marked as a gift; and

(c) that not more than one parcel is received by any individual from the same donor in any one calendar month;

(iv) personal and business documents and accounts;

(v) single copies of books, magazines and periodicals, not for re-sale;

(vi) sound recordings, exposed films and photographs, other than films which are intended for exhibition to the public on payment;

(vii) stamp collections or loose stamps imported by post;

(viii) trade samples of no commercial value.

EXPLANATORY NOTE

(This note does not form part of the above Licence but is intended to explain its purpose)

1. Payment for goods imported under this open general licence is subject to the conditions prescribed in Nigerian Exchange Control Notice No. 13 (Third Issue).

2. Customs ports means all ports in Nigeria for the time being designated by the Federal Commissioner for Finance under section 12 of the Customs and Excise Management Act 1958. The approved ports are at present those set out in the Customs Ports (Designation Order) 1967 and are as follows: Lagos, including Apapa, Burutu, Koko, Sapele and Warri.

3. Customs airports means all aerodromes in Nigeria for the time being designated under section 14 of the said Act and are those set out in the Customs Airports (Re-designation) Order 1967 and are as follows: Lagos (Ikeja) and Kano.

4. It is not necessary for importers to hold this licence or to produce it to the Customs authorities. Importers are nevertheless advised to retain the Notice for reference as copies are not being distributed. A copy may be seen on application at any Customs House or Post Office.

LEGAL NOTICE No. 33 of 1969.

Open General Import Licence (All Countries) No. 2 of 1969

1. Without prejudice to the Open General Import Licence (All Countries) No. 1 of 1969 (which relates to the importation of advertising material and *bona fide* unsolicited gifts) and subject to paragraph 2 of this licence and to the conditions specified in paragraph 3 below, the importation from all countries (with the exception of the countries listed in Schedule 1 hereto) of all goods other than those set out in Schedule 2 to this licence is hereby authorized.

2. Anything to the contrary in this licence notwithstanding, only onions grown in the North East Polder Region of the Netherlands may be imported into Nigeria from the Netherlands and then only if the importer produces a specific licence to import the onions, and at the time of the importation that licence is accompanied by a phytosanitary certificate in such form as the Board of Customs and Excise may require, as sufficient evidence of the locality in which the onions were grown.

3. This licence is granted subject to the following conditions:

(i) that the goods shall be imported through a customs port, a customs airport or other place permitted by the Board of Customs and Excise under the Customs and Excise Management Act 1958, a customs station or by post;

(ii) that the goods shall be imported in accordance with the provisions of the Importation and Exportation by Air Regulations 1959, the Importation and Exportation by Post Regulations 1959, the Importation and Exportation by Sea Regulations 1959, or the Importation and Exportation by Land and Inland Waters Regulations 1967 whichever is applicable;

(iii) that the importer shall produce, at the time of importation, a certificate of origin in respect of the goods in such form as the Board of Customs and Excise may from time to time approve.

4. Nothing in this licence shall be deemed to authorize the importation of any goods the importation of which is prohibited or restricted under the Poisons and Pharmacy Act, the Imports Prohibition Order 1959 or under any other written law.

5. The Legal Notices set out in Schedule 3 below are hereby revoked.

6. (1) This licence may be cited as the Open General Import Licence (All Countries) No. 2 of 1969.

(2) This licence shall be of Federal application and shall come into force on June 9, 1969.

SCHEDULES

SCHEDULE 1

Countries excepted from this Licence

1. Communist China.
2. East Germany.
3. Rumania.
4. North Korea.
5. South Africa.
6. South West Africa.
7. North Vietnam.
8. Tibet.
9. Albania.
10. Japan.
11. Hong Kong.
12. Macao and Colony (Portuguese possessions).
13. Rhodesia.

SCHEDULE 2

(The references in this Schedule to a group or item are references to the corresponding group or item in the official Import and Export List as amended from time to time.)

Part A

Goods (including Produce) excepted from this Licence

Description	Import List Group	Item No.
1. Gold coin and gold bullion, unrefined gold and partly worked gold	1	1.6, 1.1, 1.2, 1.3, 1.4, 1.5
2. Live poultry, that is to say, fowls, ducks, geese, turkeys and guinea fowls	001	40
3. Meat and edible meat offals (including poultry and game), fresh, chilled or frozen; poultry liver, salted or in brine	011	00
4. Meat and edible meat offals (including poultry and game but excluding poultry liver), salted, in brine, dried or smoked:		
(a) Bacon and ham	012	10
(b) Other	012	90
5. Corned beef	013	01
6. Other meat canned and meat preparation canned and not canned	013	09
7. Butter, fresh, whether salted or not, including tinned	023	00
8. Cheese and curd	024	00
9. Stockfish	031	21
10. Sardines	032	03
11. Other prepared or preserved fish, including crustacea and mollusc, caviar and caviar substitutes	032	09
12. Rice	042	00
13. Meal and flour of wheat and spelt, including meslin (wheat flour)	046	00
14. Bread, ship's biscuits and other ordinary bakers' wares not containing sugar, honey, eggs, fats, cheese or fruits	048	41
15. Pastry, biscuits and cakes and other fine bakers' wares, whether or not containing cocoa in any proportion	048	42
16. Malt extract; preparations of flour, starch or malt extract, of a kind used as infant food or for dietetic or culinary purposes, containing less than 50% by weight of cocoa:		
(a) Malt extract	048	81
(b) Others	048	82
17. Preparations of cereals, flour and starch, not elsewhere specified	048	90
18. Edible nuts, fresh or dried (including coconuts) other than nuts chiefly used for the extracting of oil	051	70
19. Fresh fruits (other than those canned or bottled)	051	90
20. Dried fruits, including artificially dehydrated	052	00
21. Fruit, fruit-peel and parts of plants, preserved by sugar (drained, glaced or crystallized), flavoured or not	053	20
22. Fruit, temporarily preserved, canned or bottled	053	60

(*Continued on next page*)

NIGERIA, *continued*

Description	Import List Group	Item No.
23. Fruit, otherwise prepared or preserved, whether or not containing added sugar or spirit; edible plants and parts of roots of plants, conserved in syrup (e.g. ginger and angelica); roasted nuts	053	90
24. Vegetables, fresh or chilled, vegetables (whether or not cooked), preserved by freezing; vegetables provisionally preserved in brine; in sulphur water or in any other preservative solution, but not specially prepared for immediate consumption:		
(a) Potatoes	054	10, 63
(b) Others	054	40, 50 and 69
25. Manioc, arrowroot, salep, Jerusalem artichokes, sweet potatoes and other similar roots and tubers with high starch or inulin content, fresh or dried, whole or sliced; sago pith	054	88
26. Tomato puree and paste	055	53
27. Vegetables, roots or tubers, preserved or prepared, not elsewhere specified, whether or not in airtight containers	055	59
28. Sugar confectionery and other sugar preparations (except chocolate confectionery)	062	00
29. Flavoured or coloured sugars, syrups and molasses, but not including fruit juices containing added sugar in any proportion	062	00
30. Feeding-stuff for animals (not including cereals) and other residues and waste of the food industries, etc.	081	00
31. Margarine, imitation lard and other prepared edible fats, not elsewhere specified	091	40
32. Waters, including spa waters and aerated waters (whether or not flavoured), lemonade, and other non-alcoholic beverages, not including fruit and vegetable juices falling with Group and Item No. 053.50	111	00
33. Vermouths and other wines of fresh grapes, flavoured with aromatic extracts and containing not more than 20% by volume of pure ethyl alcohol	112	13
34. Wine of fresh grapes containing not more than 20% by volume of pure ethyl alcohol; grape must, in fermentation or with fermentation arrested:		
(a) Grape must and still wine	112	14
(b) Sparkling wine	112	19
35. Other fermented beverages (for example, cider, perry and mead):		
(a) Cider and perry	112	21
(b) Other	112	29
36. Stout	112	31
37. Beer, including ale, porter and other fermented cereal beverages	112	39
38. Brandy	112	41
39. Rum	112	43
40. Whisky	112	44
41. Schnapps and gin	112	45
42. Bitters and liqueurs	112	46
43. Other alcoholic spirituous beverages	112	49
44. Unmanufactured tobacco, tobacco refuse	121	00
45. Cigarettes	122	20
46. Other manufactured tobacco (smoking, chewing or snuff)	122	30
47. Rubber latex, natural or synthetic (including mixtures thereof), prevulcanized or not; natural rubber, balata, gutta-percha and similar natural gums, synthetic rubber and factice derived from oils:		
(a) Natural rubber, etc.	231	00
(b) Synthetic rubber, etc.	231	20
48. Wood in the rough, roughly squared or half-squared, but not further manufactured	242	00
49. Wood, shaped or simply worked (including blocks, strips and friezes for parquet or wood block flooring, not assembled	243	00
50. Secondhand clothing imported in bulk	267	03
51. Other waste materials from textile fabrics (including rags)	267	04
52. Stone, sand, gravel	273	00
53. Iron and steel scrap	282	00
54. Non-ferrous metal scrap	284	00
55. Crude animal materials, not elsewhere specified	291	00
56. Soya beans, cotton seed, olive, sunflower seed, rape, colza and mustard oils	421	90
57. Animal and vegetable oils and fats, processed, and waxes of animal or vegetable origin	431	00
58. Liquid perfumes containing alcohol	553	10
59. Talcum and other dusting powders	553	30
60. Scented greases and pomade	553	40
61. Other perfumery, cosmetics and toilet preparations (including shampoos)	553	90
62. Toilet soap, including medicated and shaving soap and cream	554	11
63. Other soap, including soap flakes and powders	554	12
64. Organic surface-active agents; surface-active preparations (for example, detergents) and washing preparations, whether or not containing soap	554	20
65. Polishes and creams (including waxes prepared with solvents or emulsified) for footwear, furnitures or floors, metal polishes, scouring powders and similar preparations (but excluding prepared waxes not emulsified or containing solvents)	554	30
66. Products of condensation, for example, phenoplasts, aminoplasts, alkyds, polyallyl esters and unsaturated polyesters, etc.	581	10
67. Products of polymerization and copolymerization, for example, polyethylene, polyesterene, polyvinyl, etc.	581	20
68. Regenerated cellulose, chemical derivatives of cellulose and vulcanized fibres	581	30
69. Other artificial resins and plastic materials	581	90
70. Rubber fabricated material, other	621	90
71. Inner tubes for cycles	629	15
72. Other articles of hardened vulcanized rubber (including cushions, mattresses, pillows, mats and matting, etc.)	629	90
73. Veneer sheets	631	10
74. Plywood (including veneered panels)	631	20
75. 'Improved' wood and reconstituted wood	631	40
76. Other wood simply shaped or worked (including wood paving blocks; riven or sawn staves, unfinished (stave wood); hopwood, chipwood, split poles, piles, etc.; drawn wood, match splints, etc.; wood wool, wood flour; wood beading and mouldings (moulded skirting and other moulded boards,), etc.	631	80
77. Complete wooden packing cases, boxes, crates, drums, and similar packings imported assembled, unassembled or partly assembled	632	10
78. Builders' carpentry and joinery (including prefabricated and sectional buildings and assembled parquet flooring panels)	632	40
79. Manufacturers of wood for domestic or decorative use, for example, wooden picture frames, photograph frames, mirror frames and the like	632	70
80. Agglomerated cork (being cork agglomerated with or without a binding substance) and articles of natural or agglomerated cork	633	00
81. Other printing and writing paper (machine-made) in rolls or sheets	641	20
82. Kraft paper and kraft paperboard	641	30
83. Other machine-made paper and paperboard, simply finished, in rolls or sheets	641	50
84. Paper and paper board in rolls or sheets not elsewhere specified, including parchment or greaseproof paperboard and imitations thereof, and glazed transparent paper in rolls or sheets; corrugated, etc., paper and paperboard in rolls or sheets; ruled or squared paper and paperboard in rolls or sheets; paper and paperboard impregnated, coated, etc., in rolls or sheets other than printing and writing paper; filterblocks of paper pulp; wallpaper and lincrusta	641	90
85. Boxes, bags and other packing containers, of paper or paperboard	642	11
86. Filling containers of paper or paperboard (including box files, letter trays, storage boxes and similar articles of paper or paperboard, of a kind commonly used in offices, shops and the like)	642	12
87. Writing blocks, envelopes, letter cards, plain postcards, correspondence cards, boxes, pouches, wallets and writing compendiums, of paper or paperboard, containing only an assortment of paper stationery	642	20
88. Registers, exercise books, note books, memorandum blocks, order books, receipt books, diaries, blotting pads, binders (loose-leaf or other), file covers and other stationery of paper or paperboard and other albums and book covers, or paper or paperboard	642	30
89. Other articles of paper pulp, paper, paperboard or cellulose wadding (including bobbins, spools, cops and similar supports of paper pulp, paper or paperboard, whether or not perforated or hardened) not elsewhere specified	642	90
90. Cotton yarn and thread, grey (unbleached), not mercerized, nor put up for retail trade	651	30
91. Cotton yarn and thread, bleached, dyed, mercerized, etc.	651	40
92. Yarn and thread, of synthetic fibres	651	60
93. Yarn and thread, of regenerated fibres	651	70
94. Other yarn of textile fibres (including metallized yarn, being textile yarn spun with metal or covered with metal by any process)	651	90
95. Pile and chenille fabric of cotton	652	23
96. White (bleached) cotton fabrics	652	25
97. Printed cotton fabrics	652	26
98. Piece-dyed cotton fabrics	652	27
99. Colour-woven cotton fabrics	652	28
100. Other cotton fabrics, woven (including narrow or special fabrics)	652	29
101. Woven pile fabrics and chenille fabrics of silk	653	13
102. Woven pile fabrics and chenille fabrics of wool or fine animal hair	653	22
103. Woven pile fabrics and chenille fabrics of cotton	653	23
104. Woven pile fabrics and chenille fabrics of synthetic fibres	653	53
105. Woven pile fabrics and chenille fabrics of regenerated fibres	653	63
106. Other woven pile fabrics and chenille fabrics, not elsewhere specified	653	97
107. Narrow woven fabrics, and narrow fabrics (bolduc), consisting of warp without weft (assembled by means of an adhesive, etc.) other than woven labels and badges	654	01
108. Woven labels, badges and the like (not embroidered) in the piece, in strips or cut to shape or size	654	02
109. Other woven pile fabrics and chenille fabrics, including tulle and net fabrics and embroidery	654	09
110. Felt (other than woven felt) and articles of felt, not elsewhere specified, whether or not impregnated or coated	655	10
111. Coated or impregnated textile fabrics and products, not elsewhere specified (including bonded fabrics and articles thereof not elsewhere specified; textile fabrics coated with gum or amylaceous substances, etc.; textile fabrics impregnated or coated with cellulose derivatives or other artificial plastic materials; textile fabrics impregnated or coated with oil; rubberized textile fabrics other than knitted or crocheted fabrics; other impregnated or coated textile fabrics, etc.)	655	40
112. Elastic fabrics and trimmings (other than knitted or crocheted goods) consisting of textile materials combined with rubber threads	655	50
113. Twine, cordage, ropes and cables, plaited or not	655	61
114. Fishing nets; cargo nets	655	63
115. Other nets and netting	655	64
116. Other articles of yarn, twine, cordage, rope or cable	655	69
117. Hat-forms, hat-bodies and hoods, of wool, felt or fur felt, and hatshapes plaited or made from plaited or other strips of any materials neither blocked to shape nor with made brims; plateaux and manchons (including slit manchons) of wool, felt or fur felt	655	70
118. Wadding, wicks and textile fabrics for use in machinery or plant (including wadding and article of wadding; wicks of textile fabrics, gas mantle fabrics, etc.)	655	80
119. Special products of textile materials and of related materials such as textile hosepiping and similar tubing, with or without lining, armour or accessories of other material; transmission, conveyor or elevator belts or belting, of textile material, whether or not strengthened with metal or other material	655	90
120. Sacks and bags of textile materials	656	10
121. Tarpaulins, sails, awnings, sunblinds, tents and camping goods	656	20
122. Blankets, travelling rugs, and coverlets	656	60
123. Towels	656	93
124. Bed linen, table linen, altar linen, napkins and pillow cases	656	94
125. Mosquito and sandfly nets	656	95
126. Other made-up articles of textile materials not elsewhere specified (including dress patterns)	656	99
127. Mats, matting, screens, envelopes for bottles, etc., of vegetable plaiting materials	657	80
128. Carpets, carpeting, floor rugs, mats and matting, and 'kelem', 'schumacks' and 'karamanie' rugs and the like, made up or not; tapestries, hand-made, of the types Gobelins, Flanders, Aubusson, Beauvais and the like,		

Description	Import List Group	Item No.
and needleworked tapestries (for example, petit point and cross stitch) made in panels and the like by hand	657	90
129. Tiles	661	35
130. Asbestos-cement sheets, corrugated	661	84
131. Asbestos-cement tiles or ridgings	661	85
132. Asbestos-cement sheets, not corrugated	661	86
133. Other building materials of asbestos-cement, of fibre cement, and unfired non-metallic mineral	661	89
134. Natural or artificial abrasive powder or grain, on a base of woven fabric, of paper, of paperboard or of other materials, whether or not cut to shape or sewn or otherwise made up	663	20
135. Manufactures of asbestos; friction materials (including manufactures of asbestos other than friction materials; friction materials of asbestos, of other mineral substances or of cellulose)	663	80
136. Articles of ceramic materials, not elsewhere specified (including laboratory and industrial ceramic wares, etc.; not refractory, other articles of ceramic materials, not elsewhere specified)	663	90
137. Bottles for the conveyance or packing or goods, excluding bottles for beer and soft drinks	665	14
138. Flasks and other containers, stoppers and closures of common glass, including bottles and jars for cosmetics	665	15
139. Glass tableware and other articles of glass for household, hotel and restaurant use	665	20
140. Other articles of glass, not elsewhere specified	665	88
141. Tablewares and other articles of a kind commonly used for domestic or toilet purposes, of porcelain, china or other kinds of pottery:		
(a) of porcelain or china	666	40
(b) of other ceramic material	666	50
142. Ornaments and furnishing goods of porcelain, china or other ceramic materials, not elsewhere specified	666	60
143. Pearls and precious and semi-precious stones (natural, synthetic or reconstituted) not mounted, set or strung; including diamonds other than industrial diamonds not set or strung	667	00
144. Corrugated roofing sheets and plates of a thickness less than 3 mm., of iron or steel	674	84
145. Tubes and pipes (including hydro-electric conduits) and blanks and fittings thereof, for example, joints, elbows, unions and flanges):		
(a) of cast iron	678	10
(b) of iron other than cast iron or of steel, seamless (excluding clinched)	678	20
(c) of iron, other than cast iron or of steel, welded, clinched, etc.	678	30
146. Doors and door and window frames, of a kind used in the construction of houses, complete or incomplete, whether assembled or not assembled and parts thereof; of iron or steel	691	11
147. Other structures, of iron or steel, complete or incomplete, whether assembled or not assembled and parts thereof (for example, hangars and other buildings, gangways and ladders, aircraft inspection platforms, coal washing and screening structure, bridges and bridge sections, lock-gates, towers, lattice masts, roofs, roofing frameworks, shutters, balustrades, pillars, and columns, etc.)	691	19
148. Aluminium doors, doors and window frames, louvres, of aluminium	691	21
149. Other structures, of aluminium, complete or incomplete, whether assembled or not assembled and parts thereof (for example, hangars and other buildings, gangways and ladders, aircraft inspection platforms, coal washing and screening structure, bridges and bridge-sections, lock-gates, towers, lattice masts, roofs, roofing frameworks, shutters, balustrades, pillars, and columns, etc.)	691	29
150. Reservoirs, tanks, vats, and similar containers, for any material, of iron or steel (for storage of manufacturing use)	692	11
151. Casks, drums, cans, boxes and similar containers, of sheet or plate, iron or steel, of a description commonly used for the conveyance or packing of goods	692	21
152. Casks, drums, cans, boxes and similar containers (including rigid and collapsible tubular containers), of aluminium, of a description commonly used for the conveyance or packing of goods	692	22
153. Barbed iron or steel wire; twisted hoop or single flat wire, barbed or not, and loosely twisted double wire, of a kind used for fencing, of iron or steel	693	20
154. Gauze, cloth, grill, netting, fencing, reinforcing fabric, and similar materials, of iron, steel, copper or aluminium wire	693	30
155. Nails other than roofing nails, tacks, staples, booknails, corrugated nails, spiked cramps, studs, spikes and drawing pins, of iron or steel, whether or not with heads of other materials, roofing nails	694	19
156. Domestic utensils and parts thereof, of aluminium	697	23
157. Domestic utensils, and parts thereof, of iron and steel, enamelled	697	24
158. Domestic utensils and parts thereof, of metal other than aluminium or enamelled iron and steel	697	29
159. Steel wool, pot scourers and polishing pads of iron or steel	697	91
160. Indoors ornaments of base metals, not elsewhere specified	697	92
161. Beads and spangles of base metal	698	83
162. Stoppers, crown corks, bottle caps, capsules, bung covers, seals and pombs, case corner protectors, etc.	698	85
163. Articles of base metals, not elsewhere specified	698	90
164. Agricultural machinery and appliances for preparing and cultivating the soil	712	10
165. Agricultural machinery and appliances for harvesting, threshing and sorting	712	20
166. Milking machines, cream separators and other dairy-farm equipments	712	30
167. Agricultural tractors, tracked or half-tracked	712	51
168. Agricultural tractors, wheeled exceeding 40 brake horse power	712	53
169. Agricultural machinery and appliances not elsewhere specified	712	90
170. Textile machinery, including spinning, extruding, etc., machines; weaving, knitting, etc., machines and their auxiliary machines; machinery for the manufacture or finishing of felt; textile bleaching, washing, dressing, coating, printing, etc., machinery (excluding domestic washing machines)	717	16
171. Machinery (other than sewing machines) for preparing, tanning or working hides, skins or leather (including boot and shoe machinery)	717	21
172. Industrial sewing machines; furniture specially designed for industrial sewing machines	717	31
173. Domestic sewing machines; furniture specially designed for domestic sewing machines	717	32
174. Machinery for making or finishing cellulosic pulp, paper or paperboard (for example, papermill and pump mill machinery, paper cutting machinery and other machinery for the manufacture of paper articles); parts of paper making machinery	718	10
175. Machinery for milling grain, etc.	718	31
176. Other food-processing machinery, for example, machines of a kind used in the following food or drink industries: bakery, confectionery, chocolate manufacture, macaroni, ravioli or similar food manufacture, the preparation of meat, fish, fruit or vegetables (including mincing or slicing machines), sugar manufacture or brewing	718	39
177. Road rollers, mechanically propelled	718	41
178. Angledozers and bulldozers	718	43
179. Graders, levellers and scrapers	718	44
180. Pile-drivers	718	45
181. Boring machinery, for earth, minerals or ores	718	46
182. Other excavating, levelling, stamping and extracting machinery, stationary or mobile, for earth, minerals or ores (for example, mechanical shovels, coal-cutters, excavators)	718	47
183. Machinery for sorting, screening, separating, washing, crushing, grinding, or mixing earth, stone, ores or other mineral substances, in solid (including powder and paste) form; machinery for agglomerating, moulding or shaping solid mineral fuels, ceramic paste, unhardened cements, plastering materials or other mineral products in powder or paste form; machines for forming foundry moulds of sand	718	51
184. Glass-working machines (other than machines for working glass in the cold); machines for assembling filament and discharge lamps and electronic and similar tubes and valves	718	52
185. Air-conditioning machines, self-contained, comprising a motor-driven fan and elements for changing the temperature and humidity of air, and parts thereof but excluding domestic air-conditioning machines	719	12
186. Refrigerators (other than domestic) and refrigerating equipment, whether or not electrical	719	15
187. Machinery, plant and similar laboratory equipment (other than domestic water heaters) whether or not electrically heated, for the treatment of materials by a process involving a change of temperature such as heating, cooking, roasting, distilling, rectifying, sterilizing, pasteurizing, steaming, drying, evaporating, vapouring, condensing or cooling, not being machinery or a kind used for domestic purposes	719	19
188. Pumps (including motor pumps and turbo pumps) for liquids, whether or not fitted with measuring devices; liquid elevators of bucket, chain, screw, band and similar kinds	719	21
189. Air pumps, vacuum pumps and air or gas compressors (including motor and turbo pumps and compressors, and free-piston generators for gas turbines), fans, blowers and the like	719	22
190. Centrifuges, etc. (other than cream separators) and filtering and purifying machinery and apparatus (other than filter funnels, milk strainers and the like) for liquids and gases	719	23
191. Fork lift trucks and other industrial trucks of a kind used for moving goods within a plant (i.e. railway-stations, docks, factories, etc.)	719	32
192. Lifts	719	33
193. Other mechanical handling, loading or unloading machinery, telphers and conveyors (for example, hoists, winches, cranes, transporter cranes, jacks, pulley tackle, belt conveyors and teleferics, not being machinery falling within the following groups and item number, that is, 718.43 to 47 and 718.49)	719	39
194. Domestic food-processing appliances, non-electrical	719	41
195. Domestic refrigerators, non-electrical	719	42
196. Domestic water heaters, non-electrical	719	43
197. Machine-tools for working wood, cork, bone, ebonite (vulcanite), hard artificial plastic, materials or other hard carving materials, other than machines falling within group and item list No. 719.59	719	52
198. Calendering and similar rolling machines (other than metal-working and metal-rolling machines and glass-working machines) and cylinders therefor	719	61
199. Machinery for cleaning or drying bottles or other containers; machinery for filling, closing, sealing, capsuling or labelling bottles, cans, boxes, bags or other containers; other packing or wrapping machinery; machinery for aerating beverages; dish washing machines	719	62
200. Weighing machinery (excluding balances of a sensitivity of five centigrammes or better), including weight-operated counting and checking machines; weighing machine weights of all kinds	719	63
201. Mechanical appliances (whether or not hand operated) for projecting, dispersing or spraying liquids or powders; fire extinguishers (charged or not); steam or sand blasting machines and similar jet projecting machines (spraying machinery)	719	64
202. Automatic vending machines (for example, stamp, cigarette, chocolate and food machines), not being games of skill or chance	719	65
203. Machinery and mechanical appliances (except those suitable for use solely or principally as parts of other machines and apparatus), not falling under any other group or item list	719	89
204. Electric generators and generating sets, not exceeding 200 kilowatts	722	11
205. Electric generators and generating sets, exceeding 200 kilowatts	722	12
206. Electric motors not exceeding 25 b.h.p.	722	13
207. Electric motors exceeding 25 b.h.p.	722	14
208. Converters (rotary or static), transformers, rectifiers and rectifying apparatus, inductors	722	15
209. Electrical apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or for making connections to or in electrical circuits (for example, switches, relays, fuses, lightning arresters, surge suppressors, plugs, lamp-holders, terminals, terminal strips and junction boxes); resistors, fixed or		

(Continued on next page)

NIGERIA, *continued*

Description	Import List Group	Item No.
variable (including potentiometers), other than heating resistors; switchboards (other than telephone switchboards) and control panels	722	20
210. Insulated (including enamelled or anodized) electric wire, cable, bars, strip and the like (including co-axial cable), whether or not fitted with connectors	723	10
211. Electrical insulators; insulating fittings for electrical machines, appliances or equipments, being fittings wholly of insulating material apart from any minor components of metal incorporated moulding solely for purposes of assembly; electrical conduct tubing and joints therefor, of base metal lined with insulating material	723	20
212. Radiogramophones combined with television receivers	724	11
213. Television receivers, whether or not combined with radio receivers	724	19
214. Radio receivers (not containing gramophones and excluding batteries) for fitting to road motor vehicles	724	21
215. Radio-gramophones, not combined with television receivers	724	22
216. Other radio receivers	724	29
217. Other wireless equipment not elsewhere specified	724	98
218. Domestic refrigerators, electrical	725	01
219. Domestic washing machines, whether or not electrical	725	02
220. Electro-mechanical domestic appliances, not elsewhere specified	725	03
221. Electric instantaneous or storage water heaters and immersion heaters; electric soil heating apparatus and electric space heating apparatus; electric hairdressing appliances (for example, hair dryers, hair curlers, curling tong heaters) and electric smoothing irons; electrothermic domestic appliances; electric heating resistors other than those of carbon	725	05
222. Domestic air-conditioning machinery	725	06
223. Electric torchlight batteries	729	13
224. Other batteries	729	19
225. Electric filament lamps and electric discharge lamps (including infra-red and ultra-violet lamps); arc-lamps; electrically ignited photographic flash-bulbs	729	20
226. Thermionic, cold cathode and photo-cathode valves and tubes (including vapour or gas filled valves and tubes, cathode-ray tubes, television camera tubes and mercury arc rectifying valves and tubes); photo-cells, mounted transistors and similar mounted devices incorporating semi-conductors; mounted piezo electrical crystals	729	30
227. Other electrical goods and apparatus not falling within any other group and item list	729	97
228. Passenger vehicles not exceeding 1,200 c.c.	732	11
229. Passenger vehicles exceeding 1,200 c.c. but not exceeding 1,750 c.c.	732	12
230. Passenger vehicles exceeding 1,750 c.c. but not exceeding 2,750 c.c.	732	13
231. Passenger vehicles exceeding 2,750 c.c. but not exceeding 3,500 c.c.	732	14
232. Passenger vehicles exceeding 3,500 c.c.	732	15
233. Dual-purpose motor passenger vehicles (e.g. jeeps, landrovers, kitcars, estate cars, station wagons)	732	16
234. Steel vessels, barges, boats, launches and lighters not exceeding 250 tons gross	735	31
235. Chairs and other seats (whether or not convertible into beds and parts thereof) but excluding those falling within group and item list No. 821.02	821	01
236. Medical, dental, surgical or veterinary furniture (for example, operating tables, hospital beds with mechanical fittings); dentists' and similar chairs with mechanical elevating, rotating or reclining movements; church furniture; parts of the foregoing articles	821	02
237. Mattress supports; articles of bedding or similar furnishing fitted with springs or stuffed or internally fitted with any material or of expanded, foam or sponge rubber or expanded, foam, or sponge artificial plastic material, whether or not covered (for example, mattresses, quilts, eiderdowns, cushions, pouffes and pillows)	821	03
238. Other furniture and fixtures not elsewhere specified	821	09
239. Trunks, uniform and attache cases, of leather or of composition leather, of vulcanized fibre, of artificial plastic sheeting, of paperboard or of textile fabric	831	01
240. Handbags, wallets, purses, pocket books and similar articles of all materials	831	02
241. Other travel goods and similar articles of leather or of composition leather, of vulcanized fibre, of artificial plastic sheeting, of paperboard of textile fabric (for example, toilet cases, toolcases, tobacco-pouches, sheaths, cases, boxes for arms, musical instruments, binoculars, jewellery, cellars, footwear, brushes, etc.)	831	09
242. Men's and boys' outer garments	841	11
243. Women's, girls' and infants' outer garments	841	12
244. Men's and boys' undergarments (not knitted or crocheted) but not including men's and boys' shirts	841	13
245. Women's, girls' and infants' undergarments (not knitted or crocheted) but not including women's, girls' and infants' shirts	841	14
246. Handkerchiefs	841	21
247. Shawls, scarves, mufflers, mantillas, veils and the like	841	22
248. Ties, bow ties, cravats	841	23
249. Collars, tuckers, fallals, bodice-fronts, jabots, cuffs, flounces, yokes and similar accessories and trimmings for women's and girls' garments	841	24
250. Corsets, corset belts, suspender belts, brassieres, braces, suspenders, garters and the like (including such articles of knitted or crocheted fabric), whether or not elastic	841	25
251. Gloves, mittens, mitts, stockings, socks and sockettes, not being knitted or crocheted goods	841	26
252. Other clothing accessories not falling under any other group and item number	841	29
253. Articles of apparel and clothing accessories, of leather or of composition leather	841	30
254. Gloves, mittens and mitts, knitted or crocheted, not elastic nor rubberized	841	41
255. Stockings, under stockings, socks, ankle-socks, babies' bootees, sockettes and the like, knitted or crocheted, not elastic or rubberized	841	42
256. Other garments and other articles, knitted or crocheted, not elastic nor rubberized	841	44
257. Knitted or crocheted fabric and articles thereof, elastic or rubberized (excluding elastic knee-caps and elastic stockings)	841	45
258. Chemises, singlets, undervests and similar garments, knitted or crocheted, not elastic nor rubberized	841	46
259. Shirts of all descriptions	841	47
260. Hats and other headgear, whether or not lined or trimmed, of felt	841	51
261. Hats and other headgear, whether or not lined or trimmed, plaited	841	52
262. Other headgear	841	58
263. Articles of apparel and clothing accessories (including gloves), for all purposes, of unhardened vulcanized rubber	841	60
264. Fur clothing (not including headgear), and other articles made of furskins, artificial fur and articles thereof	842	00
265. Footwear without soles and uppers of rubber or artificial plastic materials	851	01
266. Footwear with outer soles of leather or composition leather; footwear with soles of rubber or plastic material other than those falling within group and item number 851-01	851	02
267. Footwears with outer soles of wood or cork	851	03
268. Footwear with outer soles of other materials	851	04
269. Gaiters, spats, leggings, puttees, cricket pads, shin-guards and similar articles, and parts thereof	851	05
270. Cinematographic film of 16 mm. or more	862	46
271. Photographic and cinematographic supplies not elsewhere specified	862	49
272. Developed cinematographic film	863	00
273. Gramophones, dictating machines and other sound recorders and reproducers, including record players and tape decks, with or without sound-heads; television image and sound recorders and reproducers, magnetic	891	11
274. Gramophone records, complete	891	21
275. Transfers (decalcomanias), picture postcards, Christmas and other picture greeting cards, printed by any process with or without trimmings	892	40
276. Paper or paperboard labels, whether or not printed or gummed	892	91
278. Calendars of any kind, of paper or paperboard, including calendar blocks but excluding memorandum block incorporating calendars	892	94
279. Other printed matter, including printed pictures and photographs	892	99
280. Finished tubes, rods, sticks, profile shapes, and articles of rectangular shapes made of artificial plastic materials, etc.	893	10
281. Other articles of plastic materials, not elsewhere specified	893	20
282. Wheeled toys designed to be ridden by children (for example, toy bicycles and tricycles and pedal motor cars); dolls' prams and dolls' push chairs, dolls and other toys; working models of a kind used for recreational purposes; equipment for parlour, table and funfair games for adults or children (including billiard tables and pin-tables and table tennis requisites); carnival articles; entertainment articles (for example, conjuring tricks and novelty jokes); Christmas tree decorations and similar articles for Christmas festivities, for example, artificial Christmas trees, Christmas stockings, imitation yule logs, Nativity scenes and figures thereof)	894	20
283. Office and stationery supplies of base metals (including filing cabinets, racks, paper trays and similar office equipment of base metal (excluding furnitures), fittings for files, loose-leaf binders or for stationery books, of base metal; paper clips, staples, indexing tabs and similar stationery goods, of base metal (Tariff Nos. 94.03A and 83.04/05)	895	10
284. Fountain pens, stylograph pens and pencils (including ball point pens and pencils) and other pens, penholders, pencilholders and similar holders; propelling pencils and sliding pencils; parts and fittings thereof, other than those falling within group and item No. 895-22 or 895-33	895	21
285. Jewellery, goldsmiths' and silversmiths' wares and other articles of precious metal or rolled precious metal; articles consisting of, or incorporating, pearls, precious or semi-precious stones (natural, synthetic or reconstructed)	897	10
286. Imitation jewellery	897	20
287. Articles and manufactures of carving or moulding materials (including unhardened gelatin, and agglomerated amber and meerschaum) for example, tortoiseshell and articles thereof, worked mother of pearl and articles thereof; worked ivory and articles of ivory, worked bone and articles thereof; other worked animal carving material and articles thereof; worked vegetable carving material and articles thereof; worked mineral carving material; and articles thereof; worked jet, amber, meerschaum and articles thereof; moulded or carved articles of wax, stearin, natural gums or resins or of moulding pastes or other materials, not elsewhere specified or included	899	10
288. Basket work and other articles of plaiting materials, not elsewhere specified, for example, brooms and brushes (including mops and feather dusters); paint roller; squeegees (other than roller squeegees); prepared knots and tufts for broom or brush making; hand sieves and hand riddles	899	20
289. Candles, tapers, night-lights and the like	899	31
290. Matches (excluding Bengal matches)	899	32
291. Mechanical lighters and similar lighters, including chemical and electrical lighters and parts thereof, including flints	899	34
292. Umbrellas and sunshades (including walking stick umbrellas), parasols, umbrella tents, garden and similar umbrellas, imported, assembled or unassembled	899	41
293. Walking sticks (including climbing-sticks and seat-sticks), canes, whips, riding-crops and the like	899	42
294. Other small wares and toilet wares, not elsewhere specified (including slide fasteners, and parts thereof, combs, hair-slides, and the like, corset busks and similar supports of articles of apparel and clothing; scent and similar sprays and the kind used for toilet purposes and mounts and heads thereof; powder puffs and pads for applying cosmetics, or other toilet preparations; tailors' dummies and other lay figures; automato and other animated display of the kind used for show window dressing; articles made from gut (other than silk one gut), gold beater's skin, from bladders or from tendons	899	59
295. Other manufactured articles not elsewhere specified, for example artificial flowers, foliage or fruits and parts thereof; human hairs, wigs, false beards, hair pads, curls; fans and hand screens (non-mechanical); parachutes, etc.	899	99

Description	Import List Group	Item No.
296. Finished structural parts and constructions of non-ferrous metals, not elsewhere specified	691	90
297. Produce of the descriptions set out in Part B of this Schedule, except any such produce imported by way of petty or barter trade, accepted as such by the Board of Customs and Excise	—	—

Part B

Produce referred to in Paragraph 297 of this Schedule

	Import List Group	Item No.
(i) Grapefruit, fresh	051	90
(ii) Lemons, fruits	051	90
(iii) Grapefruit, juice	053	50
(iv) Raw cocoa beans	072	00
(v) Ginger	075	00
(vi) Cotton seed cake	081	00
(vii) Cotton seed meal	081	00
(viii) Groundnut cake	081	00
(ix) Groundnut meal	081	00
(x) Palm kernel cake	081	00
(xi) Palm kernel meals	081	00
(xii) Benniseed	221	00
(xiii) Cotton seed	221	00
(xiv) Groundnuts	221	00
(xv) Palm kernels	221	00
(xvi) Soya beans	221	00
(xvii) Raw cotton	263	00
(xviii) Cotton linters	263	00
(xix) Cotton seed oil	421	00
(xx) Groundnut (peanut)	421	40
(xxi) Palm kernel oil	422	00
(xxii) Palm oil	422	00

SCHEDULE 3

Legal Notices Revoked

Legal Notice	Citation
L.N. 239 of 1959	Open General Import Licence (Dollar Area) No. 4 of 1959.
L.N. 241 of 1959	Open General Import Licence (Sugar) No. 6 of 1959.
L.N. 14 of 1960	Open General Import Licence (Dollar Area) No. 4 of 1959 (Amendment) 1960.
L.N. 105 of 1960	Open General Import Licence (Scheduled Territories and Easy Currency Countries) No. 2 of 1959 (Amendment) Notice. Open General Import Licence (Japan) No. 3 of 1959 (Amendment) Notice. Open General Import Licence (Dollar Area) No. 4 of 1959 (Amendment) Notice.
L.N. 40 of 1961	Open General Import Licence (Scheduled Territories and Easy Currency Countries) No. 2 of 1959 (Amendment) 1961.
L.N. 42 of 1961	Open General Import Licence (Wheat and Wheatflour) No. 5 of 1959 (Amendment) 1961.
L.N. 43 of 1961	Open General Import Licence (Sugar) No. 6 of 1959 (Amendment) 1961.
L.N. 159 of 1961	Open General Import Licence (Japan) No. 3 of 1959 (Amendment) 1961.
L.N. 160 of 1961	Open General Import Licence (Scheduled Territories and Easy Currency Countries) No. 2 of 1959 (Amendment) 1961.
L.N. 161 of 1961	Open General Import Licence (Dollar Area) No. 4 of 1959 (Amendment) 1961.
L.N. 75 of 1962	Open General Import Licence (Scheduled Territories and Easy Currency Countries) No. 2 of 1959.
L.N. 76 of 1962	Open General Import Licence (Scheduled Territories and Easy Currency Countries) No. 2 of 1959 (Amendment) 1962.
L.N. 116 of 1962	Open General Import Licence (Sugar) No. 6 of 1959 (Amendment) 1962.
L.N. 124 of 1962	Open General Import Licence (Scheduled Territories and Easy Currency Countries) No. 2 of 1959 (Amendment) 1962.
L.N. 124 of 1962	Open General Import Licence (Scheduled Territories and Easy Currency Countries) No. 2 of 1959 (Amendment) 1962.
L.N. 125 of 1962	Open General Import Licence (Scheduled Territories and Easy Currency Countries) No. 2 of 1959 (Amendment) 1962.
L.N. 126 of 1962	Open General Import Licence (Japan) No. 3 of 1959 (Amendment) 1962 (B211).
L.N. 127 of 1962	Open General Import Licence (Dollar Area) No. 4 of 1959 (Amendment) 1962.
L.N. 136 of 1962	Open General Import Licence (Wheat and Wheatflour) No. 1 of 1962.
L.N. 138 of 1962	Revocation of L.N. 110-112 of 1962.
L.N. 73 of 1963	Open General Import Licence (Scheduled Territories and Easy Currency Countries) No. 2 of 1959 (Amendment Notice).
L.N. 105 of 1963	Open General Import Licence (Japan) No. 3 of 1959 (B403).
L.N. 107 of 1963	Open General Import Licence (Sugar) No. 6 of 1959 (B405).
L.N. 108 of 1963	Open General Import Licence (Scheduled Territories and Easy Currency Countries) No. 2 of 1959 (Amendment) Notice.
L.N. 122 of 1963	Open General Import Licence (Scheduled Territories and Easy Currency Countries) No. 2 of 1959 (Amendment) Notice.
L.N. 47 of 1964	Open General Licence (Netherlands) No. 2 of 1964.
L.N. 56 of 1964	Open General Import Licence (All Countries) No. 1 of 1964.
L.N. 71 of 1964	Open General Import Licence (Hong Kong) No. 1 of 1963 (Amendment) 1964.
L.N. 72 of 1964	Open General Import Licence (Netherlands) No. 2 of 1964 (Amendment) 1964.
L.N. 73 of 1964	Open General Import Licence (Japan) No. 3 of 1959 (Amendment) 1964.
L.N. 74 of 1964	Open General Import Licence (Dollar Area) No. 4 of 1959 (Amendment) 1964.
L.N. 85 of 1964	Open General Import Licence (Hong Kong) No. 1 of 1963 (Amendment) Notice 1964.
L.N. 86 of 1964	Open General Import Licence (Japan) No. 3 of 1959 (Amendment) Notice 1964.
L.N. 87 of 1964	Open General Import Licence (Dollar Area) No. 4 of 1959 (Amendment) Notice 1964.
L.N. 88 of 1964	Open General Import Licence (All Countries) No. 1 of 1964 (Amendment) Notice 1964.
L.N. 89 of 1964	Open General Import Licence (Netherlands) No. 2 of 1964 (Amendment) Notice 1964.
L.N. 103 of 1964	Open General Import Licence (Japan) No. 3 of 1959 (Amendment) Notice 1964.
L.N. 104 of 1964	Open General Import Licence (Hong Kong) No. 1 of 1963 (No. 2) (Amendment) Notice 1964.
L.N. 106 of 1964	Open General Import Licence (All Countries) No. 1 of 1964 (Amendment) Notice 1964.
L.N. 107 of 1964	Open General Import Licence (Netherlands) No. 2 of 1964 (Amendment) (No. 2) Notice 1964.
L.N. 56 of 1965	Open General Import Licence (Hong Kong) No. 1 of 1963 (Amendment) Notice 1963.
L.N. 77 of 1965	Open General Import Licence (All Countries) No. 1of 1964 (Amendment) Notice 1965.
L.N. 97 of 1965	Open General Import Licence (Hong Kong) No. 1 of 1963 (Amendment) Notice 1965.
L.N. 105 of 1965	Open General Import Licence (Japan) No. 3 of 1959 (Revocation) Notice 1965.
L.N. 106 of 1965	Open General Import Licence (Hong Kong) No. 1 of 1963 (Revocation) Notice 1965.
L.N. 107 of 1965	Open General Import Licence (All Countries) No. 1 of 1964 (Amendment) Notice 1965.
L.N. 16 of 1966	Open General Import Licence (All Countries) No. 1 of 1964 (Amendment) Notice 1966.
L.N. 44 of 1966	Open General Import Licence (Wheat and Wheatflour) No. 1 of 1962 (Amendment) Notice 1966.
L.N. 116 of 1966	Open General Import Licence (All Countries) No. 1 of 1964 (Amendment) Notice 1966.
L.N. 98 of 1967	Open General Import Licence (All Countries) No. 1 of 1964 (Amendment) Notice 1967.
L.N. 125 of 1967	Open General Import Licence (Dollar Area) No. 4 of 1959 (Amendment) Notice 1967.
L.N. 126 of 1967	Open General Import Licence (Netherlands) No. 2 of 1964 (Amendment) Notice 1967.
L.N. 9 of 1968	Open General Import Licence (All Countries) No. 1 of 1964 (Amendment) Notice 1968.
L.N. 10 of 1968	Open General Import Licence (Netherlands) No. 2 of 1964 (Amendment) Notice 1968.
L.N. 11 of 1968	Open General Import Licence (Dollar Area) No. 4 of 1959 (Amendment) Notice 1968.
L.N. 50 of 1968	Open General Import Licence (All Countries) No. 1 of 1964 (Amendment) Notice 1968.
L.N. 51 of 1968	Open General Import Licence (Netherlands) No. 2 of 1964 (Amendment) Notice 1968.
L.N. 52 of 1968	Open General Import Licence (Dollar Area) No. 4 of 1959 (Amendment) Notice 1968.
L.N. 65 of 1968	Open General Import Licence (All Countries) No. 1 of 1964 (Amendment) (No. 3) Notice 1968.
L.N. 66 of 1968	Open General Import Licence (Netherlands) No. 2 of 1964 (Amendment) (No. 3) Notice 1968.
L.N. 67 of 1968	Open General Import Licence (Dollar Area) No. 4 of 1959 (Amendment) (No. 3) Notice 1968.

EXPLANATORY NOTE

(This Note does not form part of the above Licence but is intended to explain its purpose)

This licence supersedes the Open General Import Licence (Dollar Area) No. 4 of 1959, the Open General Import Licence No. 1 of 1964, and the Open General Import Licence (Netherlands) No. 2 of 1964, as those licences were amended up to June 1, 1968 (which licences are revoked under paragraph 5 of this licence).

2. This licence permits the importation into Nigeria from all countries (with the exception of the countries listed in Schedule 1) of all goods other than those set out in Schedule 2. Accordingly, in respect of goods which are so permitted it is not necessary for importers to obtain specific import licences.

3. Specific import licences are necessary in respect of countries listed in Schedule 1, and for the goods set out in Schedule 2, of the licence.

4. (1) Specific import licences for gold bar, gold sheet, wire and grain, and gold bullion will be issued only to gold dealers licensed under the Gold Trading Act (Cap. 76).

(2) Importers applying for specific licences for goods manufactured wholly of gold or of 2 per cent or more of gold, gold clocks, gold watches, gold watch cases, and similar articles manufactured wholly or of 2 per cent or more of gold are required to produce to the Import Licensing Authority details of the total fine gold content of the articles which it is desired to import.

(3) Before releasing articles containing gold against this Open General Licence the Customs authorities may require importers to produce details of the total fine gold content in ounces of such articles.

5. Payment for goods imported under this Open General Licence is subject to the conditions prescribed in Nigerian Exchange Control Notice No. 13 (Third issue).

6. Customs ports means all ports in Nigeria for the time being designated by the Federal Commissioner for Finance under section 12 of the Customs and Excise Management Act 1958. The approved ports are at present those set out in the Customs Ports (Designation Order) 1967 and are as follows: Lagos, including Apapa, Burutu, Koko, Sapele and Warri.

7. Customs airports means all aerodromes in Nigeria for the time being designated under section 14 of the said Act and are those set out in the Customs Airports (Redesignation) Order 1967 and are as follows: Lagos (Ikeja) and Kano.

8. It is not necessary for importers to hold this licence or to produce it to the Customs authorities. Importers are nevertheless advised to retain the Notice for reference as copies are not being distributed. A copy may be seen on application at any Customs House or Post Office.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

PHILIPPINES

Import duties

THE PHILIPPINES Government has announced the following changes in import duties:

T.H. No.	Description of Articles	Rate of Duty
23.01	Flour, meal and residues of meat, marine animals, fish, crustaceans or molluscs, unfit for human consumption; greaves:	
	A. Fish meal, meat and bone meal and feather meal when imported by *bona fide* feed millers for their exclusive use in the production of animal and/or poultry feeds with previous authorization by the Secretary of Agriculture and Natural Resources, which authorization shall not be granted when fish meal, meat and bone meal and other meal are already produced locally to meet the requirements of the poultry feeds industry	5% *ad val.*
	B. Other	10% *ad val.*
23.04	Oil cake and other residues (except dregs) resulting from the extraction of vegetable oils:	
	A. Soya bean meal:	
	1. Soya bean meal when imported by *bona fide* feed millers for their exclusive use in the production of animal and/or poultry feeds with previous authorization by the Secretary of Agriculture and National Resources, which authorization should not be granted when soya bean meal is already available locally to meet the requirements of the poultry feeds industry	10% *ad val.*
	2. Other	26% *ad val.*
	B. Other	20% *ad val.*
28.40	Phosphites, hypophosphites and phosphates:	
	A. Calcium phosphate, when imported by *bona fide* feed millers for their exclusive use in the production of animal and/or poultry feeds with previous authorization by the Secretary of Agriculture and Natural Resources, which authorization shall not be granted when calcium phosphate is already produced locally to meet the requirements of the poultry feeds industry	5% *ad val.*
	B. Other	10% *ad val.*
29.38	Provitamins and vitamins, including concentrates:	
	A. Provitamins and vitamins, including concentrates when imported by *bona fide* millers for their exclusive use in the production of animal and/or poultry feeds with previous authorization by the Secretary of Agriculture and Natural Resources, which authorization shall not br granted when provitamins and vitamins are already produced locally to meet the requirements of the poultry feeds industry	5% *ad val.*
	B. Other	10% *ad val.*
29.44	Antibiotics:	
	A. When imported by *bona fide* millers for their exclusive use in the production of animal and/or poultry feeds with previous authorization by the Secretary of Agriculture and Natural Resources which authorization shall not be granted when antibiotics are already produced locally to meet the requirements of the poultry feeds industry	5% *ad val.*
	B. Other	10% *ad val.*
29.05	Cyclic alcohols and their halogenated, sulphonated or nitrated derivatives:	
	A. Menthol	30% *ad val.*
	B. Other	10% *ad val.*
33.01	Essential oils (terpeneless or not), concretes and absolutes; resinoids:	
	A. . . .	
	B. Peppermint oil	25% *ad val.*
	C. Other	50% *ad val.*

MALAYSIA

Pioneer industries (1)

THE BOARD OF TRADE have been informed by cable that the Malaysian Government proposes to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Investment Incentives Act, 1968:

Industries	Product
1. Tourist development services	None.
2. Manufacture of miscellaneous food pre-preparation, n.e.s.	Desiccated coconut.
3. Manufacture of basketware and other rattan, mengkuang and bamboo products.	Bamboo and rattan Malaysian handicraft.

This notice means that it has been represented to the Minister of Commerce and Industry that the development and establishment of these industries in Malaysia should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of fixed capital expenditure incurred, and up to eight if they further qualify on grounds of (i) location in a development area; (ii) produce a priority product or establish a priority industry; (iii) achieve the required level of local content in production.

Any person may object to the making of the proposed order by giving notice in writing to the Minister of Commerce and Industry, Kuala Lumpur, before July 18, 1969, of his objections and of the grounds on which they are based.

Pioneer industries (2)

THE BOARD OF TRADE have been informed by cable that the Malaysian Government has declared the following industries and products to be Pioneer Industries and Pioneer Products under the Investment Incentives Act, 1968:

Industries	Products
1. Ship building and repairing	Ship repairing and servicing.
2. Manufacture of other non-ferrous metals, smelting, alloying and refining:	Extruded soldering metal.
3. Manufacture of agricultural machinery and implements.	Power driven padi cleaner, rice huller, auto separator, rice polisher.
4. Manufacture of plastic products	Poly cellophane, poly paper, poly foil, cellophane foil.

The proposals to designate these products appeared in the *Board of Trade Journal* dated March 21, 1969, on page 874.

SINGAPORE

Import control

THE SINGAPORE *Government Gazette*, dated June 13, 1969, publishes the Prohibition of Imports (General Licence) (Amendment No. 7) Notification, 1969, which amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, by the deletion of the following item:

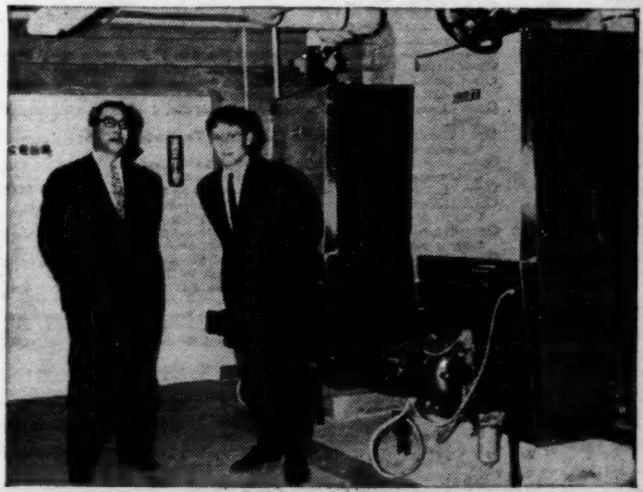
93. Yeast.

The effect of this Order is that a specific import licence is no longer required for the above-mentioned item.

Import and Export Notice No. 11/69 adds to the above by stating that yeast is no longer subject to quota restriction. The Notice also states that the import quota for fluorescent tubes is increased from 25 per cent to 50 per cent of 1967 imports. Licences will be issued up to 7/12 of the annual quota for the period March 1, 1969 to September 30, 1969.

A preliminary notice regarding these changes appeared in the *Board of Trade Journal* of June 25, 1969 on page 1787. All inquiries regarding this notice should be made to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

JAPANESE CONTRACT



Potterton, the De La Rue heating subsidiary, recently gained a £250,000 contract to supply pressure jet boilers to Shell Sekiyu KK of Japan. The equipment will be used throughout Japan as part of a Shell central heating promotion scheme. Potterton boilers are also used in larger Japanese premises such as the Fugi colour processing plant in Tokyo, where three Eden oil-fired boilers are installed. These boilers were erected and commissioned by Tozai Engineering, sister company of Tozai Trading, Potterton's agents in Japan, who obtained the order. Picture shows Mr. Chris Kobayashi (left), managing director of Tozai Engineering, and Mr. Simon Clark, Potterton representative in Japan, inspecting the Potterton-Eden installation at the Fugi plant.

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AUSTRALIA

Tariff Board inquiry on ethylene oxide derivatives

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of:

(1) goods derived wholly or in part from ethylene oxide, including glycols, glyco ethers, ethanolamines, organic surface active agents and brake fluids (tariff items 34.02, 34.04, 35.05, 38.19, 39.01, 39.03, 39.06) and goods falling within an item in chapter 29.

(2) goods falling within tariff item 38.19.99 being goods the essential character of which is derived from the goods referred to in (1) above.

This reference is the result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

This matter has been reported by the British High Commission at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than **July 16.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1433/69.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the **Board of Trade Journal** *should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.*1 (01-248 9876, *Ext.* 6147).

NEW ZEALAND

Emergency Protection Authority inquiry

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respsct of the following goods: Transparency slide viewers.

Details of the tariff items, under which the above-mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured-Nation	General
90.13.01	—	25% Australia Free	50%	60%

The Emergency Protection Authority is required to report to the Minister by July 22, 1969.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their agents in New Zealand.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting reference CRE 785/1969.

Customs tariff inquiry into domestic capacity measures

THE NEW ZEALAND Tariff and Development Board has extended the date by which interested parties should forward such evidence as they would propose to tender during a public inquiry into domestic capacity measures as classified in Schedule C to the *Board of Trade Journal* Notice of May 21, 1969, page 1474.

Evidence to be tendered should now be lodged with O. A. Black, Esq., Acting Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than August 20, 1969.

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NEW ZEALAND, *continued*

If a public inquiry is found to be necessary it shall be conducted on a date not earlier than one month after August 20, 1969.

Any inquiry regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff changes

DETAILS are given below of changes in the New Zealand Customs Tariff which came into effect on March 1, 1969.

Tariff Item	Description	Unit	Rates of Duty		
			British Preferential	Most-Favoured-Nation	General Tariff
	Chapter 84 **Boilers, machinery and mechanical appliances; parts thereof**				
84.25	Harvesting and threshing machinery; straw and fodder presses; hay or grass mowers; winnowing and similar cleaning machines for seed, grain or leguminous vegetables and egg-grading and other grading machines for agricultural produce (other than those of a kind used in the bread grain milling industry falling within heading No. 84.29):				
	Hay or grass mowers:				
	Other, including lawn mowers:				
84.25.77	Parts of mowers of items 84.25.55 and 84.25.57	..	15% Aul 11%	40%	55%
84.25.78	Parts of mowers of items 84.25.56 and 84.25.58	..	27½% Aul 20%	50%	65%
84.25.81	Parts of mowers of item 84.25.63	..	15%	40%	55%
84.25.82	Parts of other power-operated mowers	..	27½%	50%	65%
84.25.83	Other kinds	No.	15%	40%	55%
84.25.84	Parts	..	15%	40%	55%
84.25.85	Cleaning, winnowing, sorting and grading machines for seed and grain	..	20% Can 35%	..	50%
	Grading machines for other produce:				
	For grading:				
84.25.86	Eggs	..	Free	..	Free
	Fruit:				
84.25.87	As may be determined by the Minister	..	20%†	..	20%†
84.25.88	Other	..	Free	..	Free
	Potatoes:				
84.25.89	As may be determined by the Minister	..	20%†	..	20%†
84.25.92	Other	..	Free	..	Free
	Other produce:				
84.25.93	As may be determined by the Minister	..	20%†	..	20%†
84.25.94	Other	..	Free	..	Free
	Other kinds:				
84.25.95	As may be determined by the Minister	..	20%†	..	20%†
84.25.99	Other	..	Free	..	Free

† Or such lower rate of duty as the Minister may in any case direct.

The following tariff items were revoked on March 1:

84.25.64
84.25.65
84.25.66
84.25.67
84.25.69
84.25.71
84.25.72
84.25.73
84.25.74
84.25.75
84.25.76
84.25.79
84.25.91
84.25.99

Any inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Customs tariff inquiry

THE NEW ZEALAND Tariff and Development Board has announced that the public inquiry into import duties and import licensing affecting weeding forks and garden trowels, classified in Tariff Items 82.01.06 and 82.01.23, will be held in the Boardroom, First Floor, Law Society Building, 26 Waring Taylor Street, Wellington, New Zealand, on Tuesday, July 22, 1969, commencing at 10.30 a.m.

Notice of this inquiry was first given in the *Board of Trade Journal* of April 18, 1969, page 1147.

Any inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting Reference CRE 741/1969.

VENEZUELA

Relaxation of import licence requirement

HM EMBASSY in Caracas, Venezuela, report that in an announcement of June 9, the Ministry of Finance relaxed their requirement for an import licence for plastic disposable hypodermic syringes (Tariff No. 03-02-1 (A)). The duty of Bolivares 2.00 remains unchanged.

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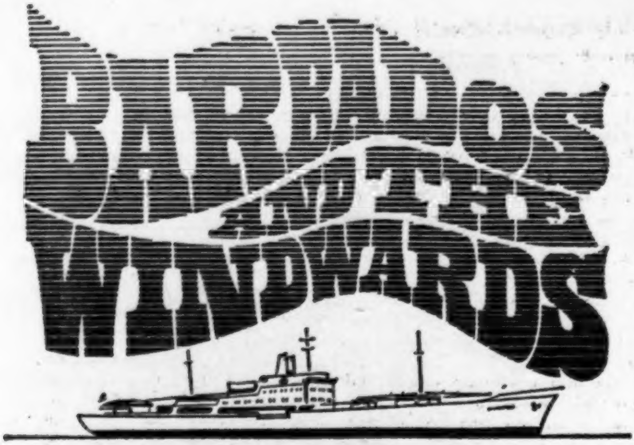

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JAMAICA

Industrial Incentives Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared 'approved products' for the purposes of the Industrial Incentives Law, 1956:

Corrugated and flat galvanized sheets manufactured from uncoated steel strip.

'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building materials, plant, machinery, etc., and other concessions.

The following products have been declared 'approved products' for the purposes of the above law: non-woven fabrics and laminates of non-woven fabrics.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* of March 14, 1969, page 812.

Applications for the status of 'approved' product and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

PERU

Amendments to customs tariff

HM EMBASSY in Lima reports publication in the *Official Gazette* of June 11, 1969, of Supreme Resolution No. 039-69 IC/DGC which modifies the heading and the rates of duty on tariff item No. 48.03.0.03 to read 'Glazed transparent paper, folded or in sheets', at 4.00 soles per kilo plus 70 per cent *ad valorem*, and introduces the following new headings:

Tariff No.	Description	Specific Duty (Soles per kilo)	Duty *Ad val.*
39.03.2.08	Regenerated cellulose, not printed, in rolls or on spools	6·00	30%
48.03.0.04	Glazed transparent paper in rolls or on spools	4·00	30%

UNITED STATES

Federal Insecticide Fungicide and Rodenticide Act

THE *Board of Trade Journal* of April 18, 1969, gave notice of a proposal of the United States Department of Agriculture to amend interpretation 18, revision 2, of the regulations under the Federal Insecticide Fungicide and Rodenticide Act which relates to the criteria for determining warning, caution and antidote statements that are required to appear on labels of economic poisons.

The United States Department of Agriculture has now extended the closing date for filing comments on this proposal to August 1, 1969.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Tariff Commision study of temporary import provisions

THE UNITED STATES Tariff Commission has published a second interim report and ordered a public hearing in connection with the study initiated in 1965 into the statutory provisions included in title 19 of the United States Code which permit the temporary import into the United States of merchandise without the payment of ordinary duties or which permit a virtual recovery of duties paid, when the merchandise, or its domestic equivalent is exported.

Notices in the *Board of Trade Journal* of August 13, 1965, and May 6, 1966 refer.

The report, entitled 'Report on Use of Temporary Entry Procedures and Tentative Proposals' [TC publication 286] may be obtained from the Secretary, United States Tariff Commission, 8th and E Streets, NW Washington DC 20436. A copy may be seen in the Commercial Relations and Exports Department of the Board of Trade at the address below. The Tariff Commission's proposals for possible repeal, amendment or consolidation of the drawback, bonded manufacturing warehouse, foreign trade zone, and the provisions under review have been made for the purpose of eliciting constructive comment and suggestions from interested parties.

In this connection a public hearing relating to the study will be held beginning on August 5, 1969, in the Hearing Room, Tariff Commission Building, 8th and E Street, NW Washington DC.

All interested persons may attend the hearing and present evidence. Requests to present oral testimony should be notified to the Secretary of the Tariff Commission in writing not later than July 25, 1969. Written information and views may be submitted in lieu of appearance and will be received by the Secretary up to the closing date of the public hearing.

Anyone wishing to make oral or written submissions is advised to obtain full details of the hearing and the procedure for submitting comments from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Representatives of companies supplying equipment for 100 new Mexican shrimp boats seen recently at the London offices of Wm. Brandt Sons and Co. Ltd., merchant bankers, for the signing of the £2 million contract. (Seated left to right): Sr. Fernandez, Mexican Senator representing the Banco National de Fomento Co-operative SA; Mr. Wm. Brandt, Merchant Banker; and Mr. D. Aicken, Marine Contractors Ltd. Marine Contractors Ltd. is a consortium of British Companies, including Rolls-Royce and J. & E. Hall, who won the order against competition from Germany, Holland, the United States and Japan.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the Journal is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

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EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (0532 38232 - Telex EconPlan 55472 - message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge (0223 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NQ (0272 2107 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501). *District Office:* 314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 and 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

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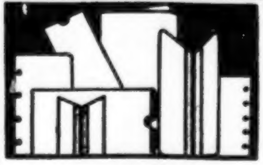

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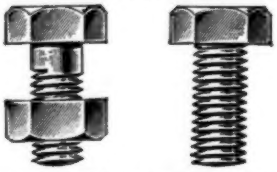

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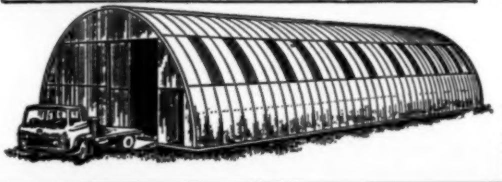

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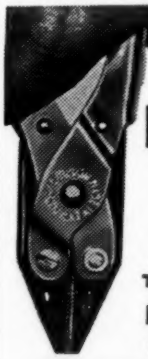

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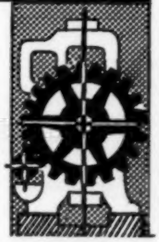

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Electric motor maker drives exports up by one-third.

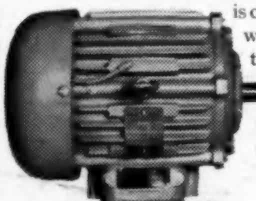
Winding-up is good business for this efficient Huddersfield company. Its electric motor exports run into millions every year and increased by one-third in 1967, says general export manager Kenneth A. (above right).

Interviewer: Your motors are general workhorses for industry?

Kenneth A: That's so, they're the prime movers for most machinery. We go from fractional h.p. motors up to big 650 h.p. jobs.

Do you find competition fierce overseas?

Kenneth A: Tough, yes, especially from the U.S. and German manufacturers, and Japan is coming up fast. But we are very concentrated producers of a specialised range of electrical products. A lot of our machinery is semi-automated, and this efficiency keeps us competitive.



What's your marketing set-up?

Kenneth A: We have agents in 76 countries, and our own subsidiary selling companies in three major markets—U.S.A., Canada and Germany. These subsidiaries give us a good edge, because technical service is so important in our field. We get orders because our people overseas sweat over getting drawings to customers and make that much extra effort.

Is all your overseas business covered by ECGD?

Kenneth A: Our business through agents has been covered since 1960, and we've recently added the subsidiaries. This was primarily to take advantage of ECGD Bank Guarantees. On a figure of £1 million, say, we could save £10,000 because the Guarantee enables us to borrow at Bank Rate.

Your exports have grown impressively since you first came to ECGD. Any connection there?

Kenneth A: Financial security became more important after the first postwar export boom ended. Immediately after 1945 we were selling in the traditional Commonwealth markets, usually with companies we knew very well. But that all ended in the fifties, and we had to move into much less familiar markets. We soon felt the cold, and had to have ECGD cover if we were to expand.

You've certainly expanded in North America. Do you find ECGD's New York office useful?

Kenneth A: It's a help, the ECGD man there having underwriting powers up to certain figures. We find this speeds things up a lot.

Your exports were a record last year. What now?

Kenneth A: We were up by a third last year. Now we're consolidating for the next surge forward.

The world is a big market. Your company can prosper through increased exports. ECGD is the Government Department which insures exporters against loss through default, insolvency, transfer and other risks. Advice and co-operation from ECGD can help spark off and sustain your export expansion. Contact your local ECGD Manager.

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